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The American Artisan
And Hardware Record

Vol. 50. No. 12. CHICAGO, SEPTEMBER 23, 1905. $2.00 Per Year.

BOMMER SPRING HINGES
(ESTABL. 1876.)
ARE THE BEST
BOMMER BROTHERS, MFRS. 256 to 276 CLASSON AVE. BROOKLYN, N.Y.

Bolts, Carriage Forgings, Etc.

Catalog and Prices on Application

COLUMBUS BOLT WORKS, Columbus, Ohio.

Always On Top

Any weak spot in your roofs should be attended to now. A leaky roof can cause an immense loss on short notice. **American Seal Elastic Oil Cement** is sure cure. If your roof is old and cannot be soldered this is the one thing to use. American Seal Roof Paints, Metallic and Graphite, preserve and protect. None better, none just as good. Prices are right even if the quality is the very best.

Agencies:
THE PERKINS ROOFING & SUPPLY CO.
235 Lake St., CHICAGO, ILL.
STOCKHOFF SUPPLY CO., 107 N. Main St., ST. LOUIS, MO.

NIAGARA

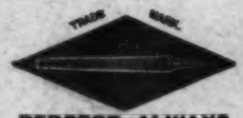
COW CHAINS
Oneida Community
ONEIDA, N. Y.

This Space for Sale. Inquire of Daniel Stern, 69 Dearborn St., Chicago.

Atlas Bolt & Screw Co.

CLEVELAND, O
Manufacturers of
Stove Bolts
Stove Rods
Stove Rivets
Mica Bolts
Fancy Nuts
Register Pins
Hinge Pins
and kindred articles for the
STOVE and RANGE
Manufacturing Trade.

BLACK DIAMOND FILES and RASPS



PERFECT—ALWAYS

Twelve Medals Awarded at International Expositions
Copy of Catalogue will be sent free to any interested file user upon application.

G. & H. BARNETT COMPANY
Black Diamond File Works PHILADELPHIA

"TRIUMPH" CHAIN

HAS TWICE THE STRENGTH OF WELDED.
SEND FOR FREE SAMPLES, TABLE OF TESTS AND ASK QUESTIONS.

THE BRIDGEPORT CHAIN CO., Bridgeport, Conn.

OVER TEN MILES OF CHAIN PER DAY. WE LEAD.

It Surprised Them!

When we advertised that we were selling

Two 20-in. Fire Pot Furnaces,
Two 22-in. Fire Pot Furnaces,
One 24-in. Fire Pot Furnace,

All for less than

$150.00

Freight allowed to most places.

A lot of dealers wrote to us expecting that we would send them circulars illustrating a *"Cheap John"* line of Furnaces. When they received our catalogue illustrating an *"UP-TO-DATE" LINE their orders began to flow in. They are still coming.* We are having a large furnace business, but our capacity is large. We can fill your orders—send them along.

How do we do it? One thing that helps is our advantage in buying iron—and then some.

Pittsburgh is the Right Place to Make Furnaces

PITTSBURGH STOVE & RANGE CO., Pittsburgh, Pa.

The CLERMONT Air-Tight Hot-Blast Stove is made for the particular customer who has hitherto made your life miserable with "kicks" and "protests."

Sell a CLERMONT in place of that other Hot-Blast, and you'll make a thoroughly pleased customer—one who will spread the good news.

Our descriptive circulars and prices will interest all Stove Dealers,—and we'll gladly respond to any request.

Would you like the CLERMONT prices—to-day?

Gem City Stove Co.

DAYTON, OHIO

QUICK STEEL HEATERS

FOR COAL

A SPECIALTY Creates CURIOSITY, CURIOSITY Creates TALK. TALK is what you need to SELL STOVES. The "QUICK STEEL" HEATER is Constructed in such a way that it attracts attention, starts talk and gives the Dealer a subject that is different from that found on any other make of Heating Stoves. CORRUGATED PRESSED STEEL TOP, CORRUGATED PRESSED STEEL BOTTOM, SECTIONAL AIR BLAST FIRE POT. All NEW FEATURES not found in any other make of heaters. Order a sample. It will Speak for itself.

RINGEN STOVE CO. DIV. OF AMERICAN STOVE CO.

ST. LOUIS.

San Francisco, Cal.
115-121 Townsend St.

Portland, Oregon
4th and Davis Sts.

Foster's Peerless

A NEW COOK FOR THE SEASON.

Combines the best features of all its predecessors and incorporates new characteristics entirely its own. Every part made of the highest grade of material and calculated to meet the demands of the day.

STUDY IT UP IN OUR CATALOG.

THE FOSTER STOVE CO. IRONTON, OHIO.

Will be in great demand this fall. **Brings in good profits.**

The Model Oak

attributes are

Beauty
Quality
Service
Modernity in Every Respect

No part of it will buckle, warp or crack. Draws air in quantities that can be controlled completely. Operates simply and neatly.

All new features patented and will therefore remain our own.

See our catalog for full description.

MORLEY BROTHERS Saginaw, Mich., Wholesale Agents for Michigan.

THE PORTSMOUTH STOVE & RANGE Co.

PORTSMOUTH, OHIO

THE BUSIEST MAKERS OF STOVES & RANGES IN THE WORLD

The Monitor Base Burner for Hard Coal.

THE MONITOR BASE BURNER

The quickest room-heater on the market. With its front flue construction, the heat is carried to the front of the stove, down across the entire bottom, then up the back, thus forcing it to cover the greatest amount of heating surface, before allowing it to pass out the pipe. This construction (on which we own exclusive patents) cuts down the fuel bill. The heat is distributed in the house, and not sent out the chimney.

With its many new improvements, its new trimmings of special beauty, it is a better seller than ever before. Thousands of them are in use. Our plated work has been brought to the highest grade of perfection.

Write for complete catalogue and discounts.

MANUFACTURED BY

THE WM. RESOR & CO.

Established 1819 — CINCINNATI, O. — Incorporated 1899

ASSORTED PACKAGES MICA

Put up expressly for the Retail Trade

ONE POUND—4 SIZES—¼ lb. each size.

North Carolina, **$3.10**
Wyoming, - **2.65**

4½ x 6 — 2½ x 3
2¾ x 3¼ — 2 x 5

TWO POUND—8 SIZES—¼ lb. each size.

North Carolina, **$6.00**
Wyoming, - **5.10**

2 x 3 — 2¾ x 3½
2 x 4 — 2½ x 3
3 x 3 — 2½ x 5
3 x 4½ — 4½ x 6½

THREE POUND—12 SIZES

¼ lb. each size.

North Carolina, **$8.50**
Wyoming, - **7.30**

4½ x 5 — 2¾ x 3¾
2¾ x 4½ — 2 x 4
3 x 3 — 2¾ x 2¾
2½ x 3 — 5 x 6
2 x 3 — 2½ x 5
2 x 4½ — 2¾ x 3¾

ABOVE PRICES NET. NO DISCOUNT.

CHICAGO — **EUGENE MUNSELL & CO.** — NEW YORK

Here's a Hot Weather Snap for Wide-Awake Range Dealers

I am going to sell 1000 400 lb. six hole steel ranges finished in Japan for

$15.00 Each

just to keep my boys out of trouble during the hot weather by keeping my foundry running full blast. I'll sell the ranges too, so you'd better get in line and ORDER NOW.

These ranges formerly retailed at $60. each. Send me a carload order and get my best cash discount or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money?

DO YOU KNOW there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them? I would much rather sell to a good hustling dealer than direct to the consumer.

WILLARD STEEL RANGES

are advertised in many leading publications, and the people know them and want them. Get my prices—it means profits—DOLLARS—to you. Every sale leads to another. I can sell you a better range than you can buy ANYWHERE for the money, one that cooks well and bakes evenly and perfectly, and will last a life time, with proper care. Tell me how many ranges you can sell annually and I will make you a very interesting proposition.

AGENTS WANTED

WM. G. WILLARD, Room No. 28 Willard Bldg., 316 CHESTNUT STREET, **ST. LOUIS, MO.**

THE GLOBE HOT BLAST

POWERFUL, CLEAN, ECONOMICAL

No Smoke
No Soot
No Dirt

No flue to unstop—no pipe to clean out—uniform heat all the time—a warm room in the morning—burns any kind of fuel—holds fire without attention, 24 to 48 hours—keeps the floor hotter—radiates more heat—warms a larger space—takes less fuel than any other stove made—the cheapest grades of slack or soft coal screenings can be used with the same convenience and pleasing results that you have heretofore obtained from hard coal only.

The Globe Stove & Range Co., KOKOMO, INDIANA.

Ventilation + Radiation

It is perhaps strange but it is none-the-less true that of the many heating stoves now on the market the

"Howe" Ventilator

is the only one that ventilates as well as radiates. The seemingly simple fact that ventilation and radiation are closely connected has been overlooked.

The Howe Ventilator is the only stove that draws from the room a large and constant stream of foul, cold air. It is the only stove that radiates pure, warm air. It is the only stove that equalizes the temperature so that it is as warm on the floor as at the ceiling.

"How to Live an Indoor Life" explains many other interesting things.

Note the Handsome Appearance

Our Western Agents
Cook & Van Evera Co., : : Chicago, Ill.

Galusha Stove Co.
Rochester, N. Y.

Moore's Stoves Always Please

MOORE'S Air-Tight Heater

A STANDBY

The **Everlasting Fire-Pot**

¶ Fourteen years of continuously increasing popularity has made Moore's Air-Tight Heater a standby in thousands of homes, and its reputation is still young.

¶ This remarkable design and construction is one of those successful combinations that is so nearly right that it never grows old. It stands alone among stove patterns with a style of its own—a style that is so good that it lasts and the more you see it the better you like it.

¶ The Everlasting Fire-Pot used in Moore's Air-Tight Heater, with its gas consuming side inlets, burns up everything but the ashes and is practically indestructible. We shall be glad to talk over with you this and many other points which have helped to make Moore's Air-Tight Heater a leader in THE EASY LINE TO SELL.

JOLIET STOVE WORKS, Joliet, Illinois.

95

The UNION STOVE WORKS

ESTABLISHED 71 YEARS

Manufacturers of

Furnaces, Cook Stoves, Ranges Laundry Stoves, Heating and Parlor Stoves, &c.

Four Lines of Furnaces

RED CLOUD, ASTOR, STORM KING, COMMANDER

Send for our Catalogue and Price List also our Pamphlet entitled "Four Warm Propositions" telling all about our furnaces.

70 Beekman and 66-68 Gold Street
NEW YORK, U. S. A.

ROYAL RED CROSS

Search the country over—search the world—you will find nothing more beautiful, nothing more perfect, nothing more economical. It is America's greatest and grandest. It is America's offering to civilization.

John Kontny

65-67 North Desplaines Street, :: Chicago

Western Agent for

The Co-operative Fdy. Co., Rochester, N.Y.

Don't think your stock can be complete and
Be without the very latest line. The decision is
Left to you—but we shall be glad to give you a hint

Without

cost—enlightening you concerning

The Cahoone Anti-Smoke Stoves, Ranges & Heaters

The Cahoone Company
41 Park Row, N. Y.

Get the booklet
"15 Reasons"—illustrated.

THE EASY LINE TO SELL

MILLER
STEEL-PLATE
RANGES

There are None as Good as the Best

We are originators of the

FAMILY STEEL-PLATE RANGE

And this is our latest and most successful.

Why waste time and money in looking around for something that cannot be found. Miller Ranges are manufactured only by

The Wm. Miller Range & Furnace Company

POST OFFICE SQUARE, CINCINNATI, OHIO

Those "Horse Shoe" Radiators—have you ever noticed that when they're not complete cylinders, the joints are not permanently gas tight? The famous Gilt Edge Double Key Stove Joint is used on the

Gilt Edge Radium

All injury from expansion and contraction is obviated by this joint. *It makes the Radium the only positively and permanently gas-tight steel plate furnace on the market.*

Write for our new catalog.

R. J. SCHWAB & SONS CO.
THE FURNACE MEN
MILWAUKEE - - WISCONSIN

Shows Stove Burning HARD COAL

Save Dollars in Hard Coal

Hard coal at cherry red combustion burns 48 hours. At rapid combustion it burns only 5 or 6 hours.

COLE'S ORIGINAL HOT BLAST

Burns Hard Coal at Slow Cherry Red Combustion and is the Most Economical Stove in the World for Hard Coal and Crushed Coke.

The absolutely air-tight construction of Cole's Hot Blast giving a perfect control over the fire and making a slow economical combustion possible together with the all steel positive radiating surface which responds at once to a slow economical fire and radiates all the heat into the rooms and the patented Hot Blast draft which burns the deadly gases in hard coal make this stove the most economical and most satisfactory hard coal stove ever placed on the market.

It requires attention only twice in 24 hours with hard coal.

COLE'S ORIGINAL HOT BLAST fills the long felt want of a perfect hard coal stove at a low price.

Let us tell you how you can sell our stove at a greater profit than a base burner and put out 10 of them where you can sell one high priced base burner.

AGENCY GIVEN TO ONE DEALER IN EACH TOWN. : WRITE US NOW.

COLE MANUFACTURING COMPANY
3218-3238 S. Western Avenue, : CHICAGO, ILL.

Every Home Needs One or Two

BARLER
IDEAL OIL HEATERS

No matter whether furnace, steam or stoves are used, a Barler Heater will add comfort and save expense. Tell your customers just what we tell you in our printed matter.

Write us to-day.

A. C. Barler Mfg. Co.
106 Lake Street, Chicago

F. D. BURGESS,
WAUPACA, WIS., writes,

"I advertised a set of Tinner's Tools in your paper and have sold them, and I have received letters from parties wanting them, from all parts of the United States. That goes to show that The American Artisan has a great circulation."

Monitor Furnaces and Combination Heaters.

You can secure a copy of our complete 1905 catalogue by sending us your request for one. The finest half-tones illustrating the various constructions of complete furnaces and sectional views of important features with descriptive matter setting forth the many advantages. If you are interested in the subject of heating, we will be pleased to mail you one promptly and quote you prices and terms.

Our traveling representatives are experienced and practical men, who, when desired, make plans and estimates free.

We solicit the trade. Write for our catalogue.

KEITH FURNACE COMPANY, DES MOINES, IOWA.

Manufacturers of

MONITOR FURNACES and COMBINATION HEATERS, REGISTERS, FURNACE PIPE and FITTINGS.

MONCRIEF

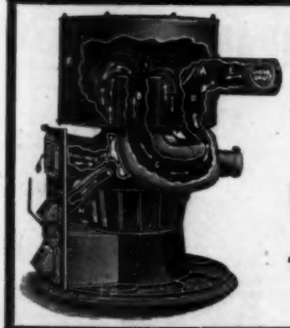
WARM AIR FURNACE.

Specialties:
- All Cast Iron.
- Moncrief Duplex Grate.
- Large Radiating Surface.
- Double Fire Pot
- Large Grate Surface.
- Top Return Flue.
- Simplicity, Durability, Economy.
- Cleanliness in Use.

HENRY & SCHEIBLE CO.

6-8-10 Long St., Cleveland, O.

Sales Agents—J. O. KIMMEL, 1514 East 15th St., Kansas City, Mo.



Perfect Blast Device

Clinker Punch
Big Tubular Radiator
Secondary Radiator
Burns Soft Coal or Gas and can be changed quickly

THE BONNOT COMPANY, Canton, Ohio

Makers of GOOD Furnaces

The "Manest"

COMBINATION

Coal and Gas Furnace

Can be used in connection with old or new furnaces.

AGENTS WANTED

THE MANNEN & ESTERLY CO.
Cleveland, Ohio
SOLE MANUFACTURERS

The Champion Steel Ranges

are the

Strongest Sellers on the Market

because they incorporate the

Most Modern Improvements.

They come out on the market this fall with all the good characteristics that were known to the stove maker last year and the improvements that were designed by the ever thinking experts since then. So constituted these ranges **will satisfy the demands of the most critical.**

WRITE FOR OUR CATALOG.

The Champion Steel Range Co.

CLEVELAND, :: OHIO

H. DALLMAN, Clinton, Wis., writes:

"THE AMERICAN ARTISAN is the very best Pape published of its kind, and I would not be without it."

600 Different Specialties

Household Inventions and Bath Fixtures.

If you haven't our catalog write at once.

SILVER'S BROOKLYN

304-314 Hewes St. 432 Broadway

BROOKLYN, N. Y.

LION COMBINATION FURNACE

Do you want to earn your money honestly, on furnaces that bring in profits because they are good?

Do you want to keep your patrons satisfied because they get something substantial, and be happy yourself, resting with an easy conscience that you have earned your profits, not stolen them?

You do, if you are a thinking dealer. In that case

Investigate the Make of

The Youngstown Furnace Co.

YOUNGSTOWN, OHIO

We have a special proposition to make on

Independent Natural Gas Heaters

Write us.

INDEPENDENT MANUFACTURING COMPANY

CLEVELAND, OHIO

The Ideal Acetylene Generators.

GET THE BEST.

Every one has given splendid satisfaction.

Can you ask for more?

There is none better.

Active agents wanted.

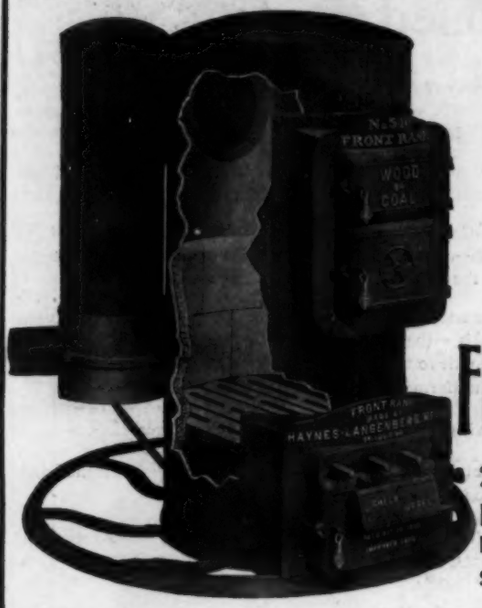
Address

Epworth Gas Light & Heating Co., WATERLOO, IA., U. S. A.

Mention "THE AMERICAN ARTISAN."

W. R. WILLIAMS,
ANTIOCH, ILL.,
WRITES:

"Please take out my want ad. in THE AMERICAN ARTISAN, the publication of which secured me a tinner the first issue. I have received many letters throughout this country. Am satisfied THE AMERICAN ARTISAN covers an enormous scope of territory."



FRONT RANK STEEL FURNACES

20 years of experience in the manufacture of steel furnaces.

enables us to present the type shown herewith. It is the embodiment of the strongest features gained in our long experience. Ten thousand in use in St. Louis alone. Thousands in all sections of the country attest our claims of superiority. Burns hard or soft coal, wood, gas or coke.

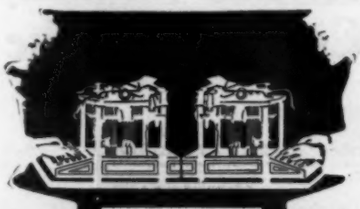
The FRONT RANK is built like a boiler, has no cast fire pots to crack or warp, nor cemented joints to leak gas.

The FRONT RANK is a very powerful heater, because it has a long vertical fire travel.

HAYNES-LANGENBERG MFG. CO., Mfrs.
ST. LOUIS, MO.

FRONT RANK STEEL FURNACES AND HEATING SUPPLIES.

"Nothing except the mint can make money without advertising."— Gladstone.



Good Operators Say

that they can do more and better work with less effort on the

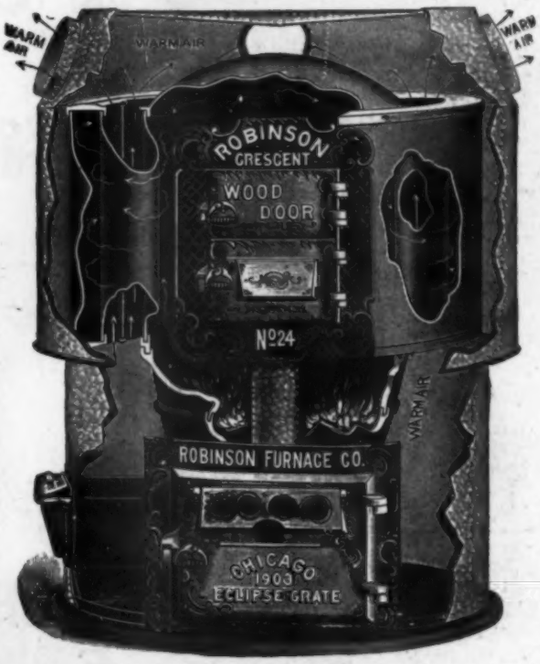
Remington

than on any other writing machine.

Remington Typewriter Company
327 Broadway, New York

Robinson Crescent Furnace

FOR HARD COAL, SOFT COAL OR WOOD

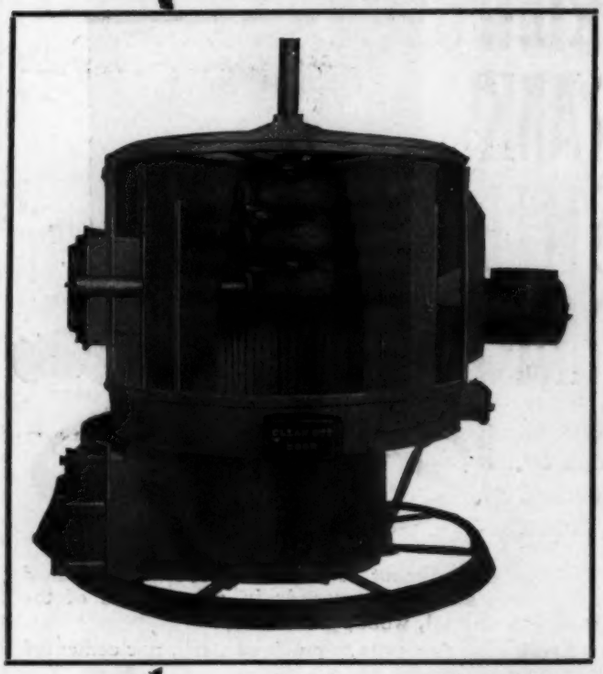


Put to test last year. Its popularity has been fully demonstrated. : : :

This furnace is supplied with our CELEBRATED ECLIPSE GRATE two-piece Fire Pot, large Ashpit, Double Feed Doors and Crescent Flue Radiator.

ROBINSON FURNACE CO., 107 Lake St., CHICAGO

Those Exposed Rooms



can be warmed just as well with the KELSEY Warm AIR Generator as with Steam or Hot Water,—and far better than with a hot air furnace.

Two reasons for this,—the KELSEY Flues, and the KELSEY Positive Cap Attachment.

The Cap Attachment is placed over two or more of the flues,—and the warm air as it rises from the flues, is *forced* into the pipes directly to the room to be warmed.

No matter what distance,—nor how uneven the air pressure is,—the KELSEY Cap Attachment will force the warm air to the room, and maintain a temperature as high and uniform as that in more central rooms.

This is only one of the KELSEY advantages.

It's high time for good furnacemen to get aboard the bandwagon and join the KELSEY procession.

Don't wait until your Competitor takes the Agency and gets the business.

Write to-day for our Special Agency Proposition.

"There's Only One Warm Air GENERATOR."

Kelsey Heating Co., Syracuse, N. Y.

New York City: 156 FIFTH AVENUE
Philadelphia: Builders' Exchange, 24 S. 7th St.
JAMES SMART MFG. CO., Brockville, Ont.
Sole Makers for Canada.

Western Sales Agents:
COOK & VAN EVERA COMPANY
38 East Lake Street, CHICAGO

Niagara Furnaces

FOR

Hard Coal and Coke

If you have not received our 1905 Catalogue, please send for it at once

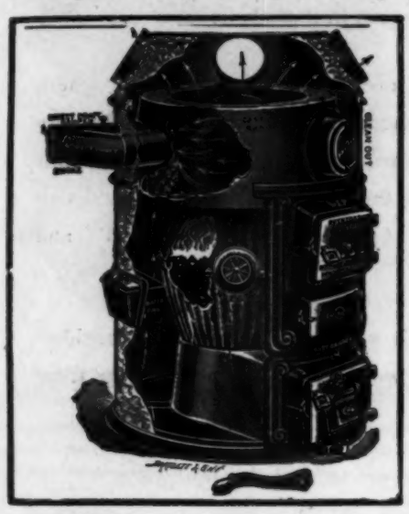
The Forest City Foundry & Mfg. Co.

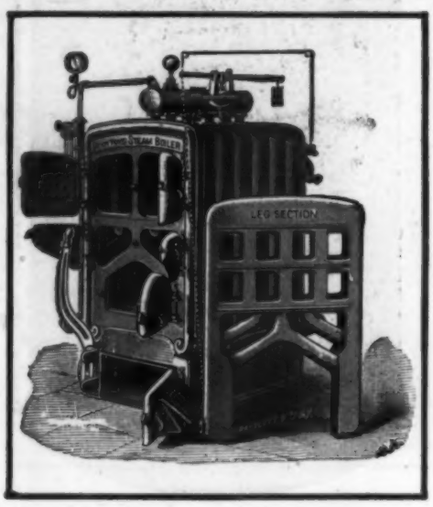
CLEVELAND, O.

BOYNTON

FURNACES, STEAM and HOT WATER HEATERS

Have stood for an honest value for 56 years. They have always worn well—they have required very few repairs—they have given out plenty of heat with a small expenditure for fuel—they have given a steady rather than a spasmodic heat—and that's why dealers have found them a desirable line to handle. Many a dealer has found that the handling of Boynton heaters has been a big help in building him up a reputation for the best work.





Shall be pleased to send you a catalogue and price list.

The BOYNTON FURNACE CO.

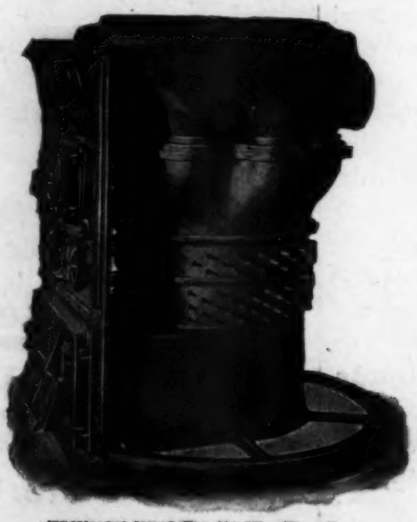
147-149 Lake St., CHICAGO — 207-209 Water St., NEW YORK

JOHN KONTNY

65-67 N. DESPLAINES ST.

CHICAGO

WESTERN AGENT



TRIUMPH KING FURNACE. Five Sizes. Hard or Soft Coal. Portable or Brick Set.

Are You Out for the Money?

Every dealer is in business to make money—some make more than others. If you are not one of those making more, then the sale of MUELLER furnaces will place you in that class.

Your profits are far greater on jobs where MUELLER furnaces are installed, than with any other heater, because you can readily show your customers wherein the MUELLER far surpasses all other heaters in QUALITY, DURABILITY and ECONOMY.

This subject is worthy of your serious consideration, after which we shall be pleased to hear from you.

Catalogue and prices sent on application.

L. J. MUELLER FURNACE COMPANY

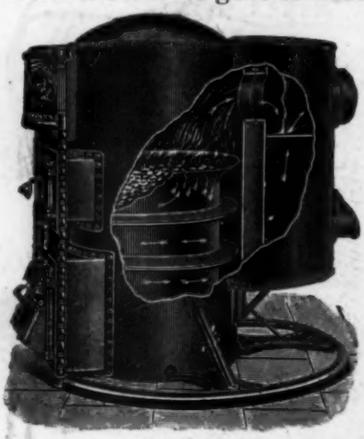
191 REED STREET **Established 1857** **MILWAUKEE, WIS.**

Gas and Soot Burning Process

Covered by Letters Patent.

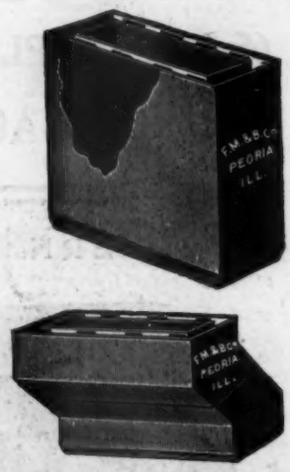
Entirely Our Own

It is a very interesting process, both from an economical and scientific viewpoint. Energy that in the combustion systems of other furnaces goes to waste is here entirely utilized. It is accomplished in this manner: A volume of air flows regularly into a channel in the fire bowl lining, which, after being carried around the bowl several times until it attains a very high temperature, discharges itself profusely over the whole surface of burning fuel. The liberation of oxygen from the air follows instantaneously and attacks the carbon rising from the fuel. The result is **a vivid intense flame in place of clouds of soot.** Write for further information.



The Meyer Furnace Co.,
Peoria, Ill.

The Handy Furnace Pipe



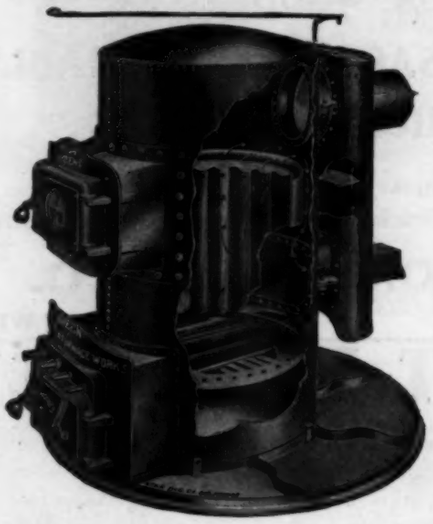
Insures Safety, Durability and Economy of Labor.

Nothing Like It on the Market

Write for catalog.

F. Meyer & Bro. Co.
Peoria, Ill.

IN CHOOSING A LINE OF FURNACES



to sell to your trade there are a few things of prime importance to consider.

In the first place there must be no question about the furnace giving satisfaction to your customers. They must be no experiment.

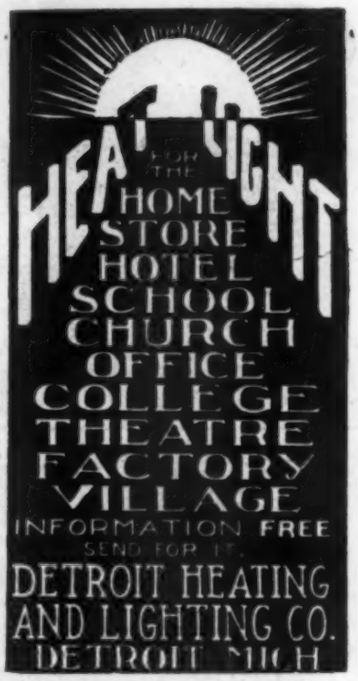
Then you should be able to get them promptly in the rush season, when a few days delay may mean the loss of a job.

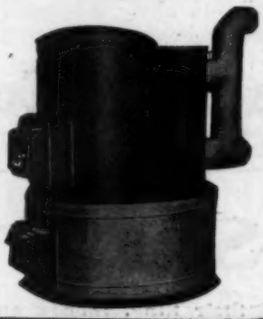
You should not pay big freight charges from some eastern point when you can beat both the goods and prices nearer at home.

You should, if possible, buy the entire material for the job from one house at one shipment.

You should remember that if you sell Green Furnaces you will have all these advantages. It pays to have our agency.

GREEN FOUNDRY AND FURNACE WORKS, DES MOINES, IOWA.





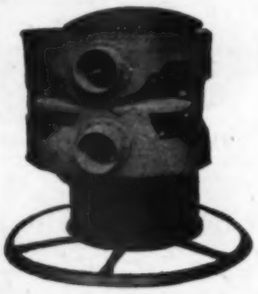
The Modern Steel Furnace

Manufactured by

WM. U. KOONS, DANVILLE, ILL.

This furnace is made of very heavy steel and well built throughout.

Write for catalogue and prices, and secure agency.



THE "X.L.O." WARM AIR FURNACES

are heavy, plain and effective. No "clean outs." Grate and Radiating surface large. Been under severe test 5 years. Catalog explains all about it. Write us. Special prices for 1905.

The Wellsburg Heating & Foundry Co.,
Wellsburg, W. Va.

FURNACE MEN

THE

Perfection Dust Trap and Ventilator

Catches all the Dust and Ventilates the House.

Increases your business and satisfies your customers.

Can be attached to any furnace.

For particulars write

DAVIS & WALCOTT
Manufacturers, ATCHISON, KANSAS

EMPEROR FURNACES

FOR WOOD

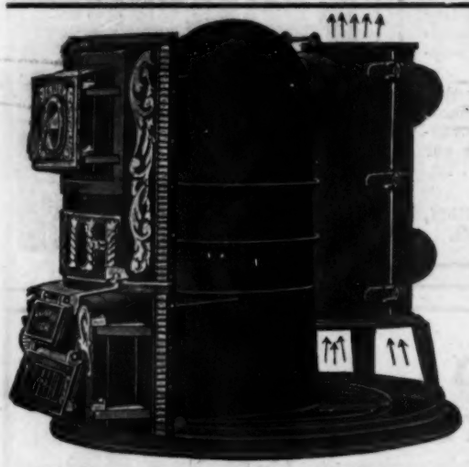
SIMPLE SAFE DURABLE

ECONOMICAL IN FUEL

The Best and Cheapest Line of Wood Furnaces. Furnished for either Brick or Galvanized Iron Casing.

BERGSTROM STOVE CO.

Send for Catalogue **NEENAH, WIS.**



The Crown, Low Down Warm Air Furnace.

WHAT FURNACE?

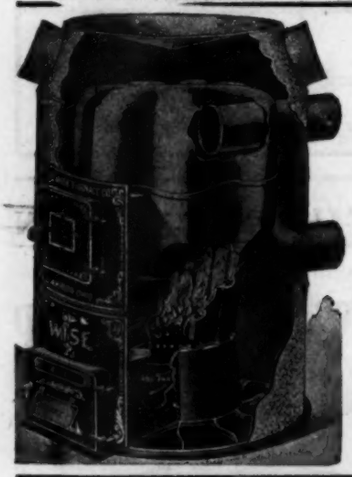
It's a burning question with most dealers. And the more the question burns, and the more the dealer thinks and the more consumers study—the more popular becomes the

CROWN LOW DOWN FURNACE.

Our new furnace book will tell you why. If other dealers are pleased, may we not help you?

March-Brownback Stove Co.

POTTSTOWN, PA.



Fools

Pay dearly for their experience. They spend their time, money and energy going at things blindly. Before buying furnaces, the experienced read the catalog of

The Wise Furnaces

and find out what constitutes a good heating system. There are several unique features in those

Manufactured by

The Wise Furnace Co.

Good Sellers **Akron, Ohio** **See their catalog**

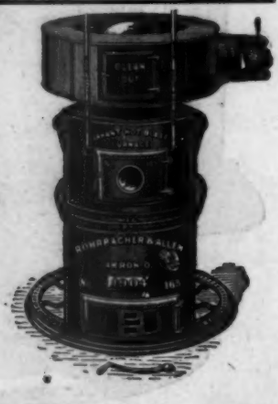
JAHANT

CAST and STEEL RADIATORS

Ask About

The Vibratory Grate

SEND FOR A CATALOG



ROHRBACHER & ALLEN, Akron, O.

THE LATEST FEATURE

put on the

American Steel Plate Furnace

consists of a

DUST BOX CAST IN ONE PIECE

The furnace is also so arranged now that the clean out is attachable to either side. We shall be glad to explain the advantages fully when you

Write for a Catalog.

AMERICAN FURNACE CO., 1911-1915 Pine Street ST. LOUIS, MO.

DOVER PATENT NESTED STOVE PIPE

Guaranteed to be the Most Practical Stove Pipe on the Market.

All rolls are wrapped in paper and labeled, giving size.

25 joints shipped in a wooden crate.

Requires no tools to put it together and can be re-shipped to your customers in original package.

Also Manufacturers of

DOVER STOVE PIPE ELBOWS, GALVANIZED EAVES TROUGH, CONDUCTOR PIPE, CORRUGATED IRON, STEEL ROOFING, ETC.

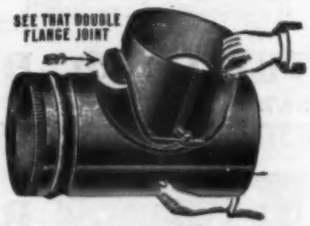
A postal card will bring you our catalogue and prices.

THE REEVES MANUFACTURING CO., Canal Dover, O.

HANDY NESTED STOVE PIPE T JOINT

Saves 90 per cent of room.
Saves 75 per cent of freight
Does not damage in shipping.
Is stronger and neater than a hand made riveted T.
Is always ready for use.
Fastens together with two bolts.
Is a perfect fitting joint.

Never the rusty and unsightly T Joint usually offered for sale. Always neat, clean and salable. Packed ten 12-inch joints in a crate 7x8 inches and 14 inches long. Weighing 15 pounds. Made in Common, Polished Blue Steel and Planished Iron.



ASK YOUR JOBBER FOR THEM.

KINNE MANUFACTURING CO., - - - Minneapolis, Minn.

The Horse-Shoe Radiator

Notice the dome with the outer return flue or horse-shoe radiator. It is high enough to give an extra large combustion chamber and at the same time make the furnace low enough for shallow basements. Ample space is left between the dome and the inner circle of outer radiator.

Floral City Capitol Furnace

It is heavily constructed. No flimsy or light material is used. The body and radiator are made of No. 10, No. 8 and No. 6; not No. 16 and No. 20, as most furnaces. Where the products of combustion pass from the body into the outer radiator, a solid cast iron plate instead of steel is used.

Get our latest catalog—new.

Monroe Fdry. & Furnace Co., MONROE, MICH.

Making a front is one thing; making good is quite a different proposition

The Schwab Side Wall Register Makes Good

This is the original register that used the screw which opened or closed the valve at one-half turn of the screw, which improvement was afterward imitated.

Original in Construction, Artistic in Design.

This Register is neatest in design of any on the market, being made of cast iron, artistic designs—not possible to make with pressed steel.

This Register being made of cast iron has a straight, smooth surface on the edge, making it easy to fit the base board against the same—not possible with a rounding edge that is necessary to make with pressed steel.

This Register being made of cast iron has a flange to fit the register box, cast with and as a part of the face—not possible with pressed steel.

This Register is sent with a box separate and adjustable to fit any thickness of lath and plaster—not possible with a register and box of fixed thickness.

This Register is made the full size published, not called a larger size than actual measurements as is the case with other registers.

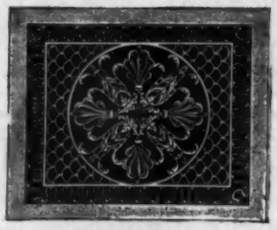
This Register is **one of the factors of a modern system of heating** residences by a radical change in installation adopted and practiced by us more than by all others combined.

Safe delivery and durability guaranteed. Goods sold only to the hardware trade.

Our booklet, "Modern Methods of Heating Residences," or plan for heating residences under this system furnished free on application and results guaranteed by the

R. J. SCHWAB & SONS CO., The Furnace Men **Milwaukee, Wis.**

"T & B" REGISTERS



ESTABLISHED 1846

THE OLD RELIABLE

AWARDED FIRST PRIZE IN ALL INTERNATIONAL EXHIBITS—Philadelphia 1876. Chicago, 1893. Paris, 1900. Grand Prize and Two Gold Medals, St. Louis, 1904.

We now have an Exhibit at the Lewis & Clark Exposition, in the Manufacturers Building, Portland, Oregon.

Our goods are the standard of comparison and have stood the test for over sixty years. They will please your architect, your customer and you, and when installed will last a lifetime. Don't try experiments with other registers.

Our stock of registers is now 600,000 pieces and we can fill your orders *immediately*.

TUTTLE & BAILEY MANUFACTURING COMPANY

NEW YORK CHICAGO BOSTON BROOKLYN

SAVE HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

The Part that Does the Business

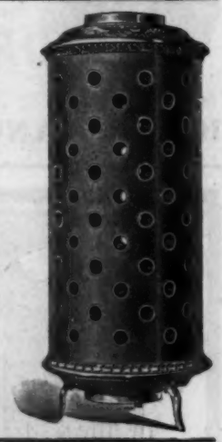
Satisfaction guaranteed or money refunded.
Over 100,000 of them in use.
Fits any stove or furnace.
For Hard or Soft Coal, Wood or Gas.
Price from $2.00 to $12.00.

One square inch of radiating surface directly over the hot current is better than six in a drum or side heater with perpendicular tubes.

Easily cleaned. We guarantee our radiators not to interfere with, or choke the draught.

Write for descriptive catalogue and prices.

ROCHESTER RADIATOR CO. 120 Furnace Street ROCHESTER, N.Y



Smith's Hot Water Attachments

Are known from one end of the country to the other. They are used in almost every successful furnace job. They are made in all capacities, from a 30-gallon tank to one carrying 1,000 ft. of radiation. Our booklet tells the story.

CHAS. SMITH CO., 105 Lake St., Chicago.

W. C. T. HAMILTON, Minneapolis, North Western Agent.

Omaha Stove Repair Works, Western Agents.

Listen to this.

Every Great Success Breeds Imitation

But

when a man tells you he has something to sell that is as good as *gold*, by taking the *gold* you are sure it is as good as gold. When a firm tells you they have a side wall register as good as

The Jones Register

By buying **The Jones Register** you will be sure of it.

Even our advertising cuts are imitated.

With Jones Registers but one-half the number of basement pipes are necessary.

The Jones Register is the only one made with a ventilator.

The Jones Register is the only one with sufficient capacity for heating two rooms from one large basement pipe.

The Jones Register is the only one made (with a box attached) that will not break from expansion and in transportation.

The Jones Register is the only one made where the front fits perfectly to the register box, and cannot leak, as is the case where the front fastens to the plastered wall, sometimes a quarter of an inch from the box.

The Jones Register is the only practical side wall register made with pressed steel fronts. The base board fits perfectly, and being made of pressed steel, the front can be removed after the base board is placed, which is impossible with the heavy, clumsy cast iron imitations of the Jones Register.

Our booklet, "Advanced Methods of Warm Air Heating" FREE.

WE DO NOT SELL TO CATALOGUE HOUSES.

Jones Registers are manufactured only by

THE UNITED STATES REGISTER CO., Ltd., Battle Creek, Mich.

They are for sale by legitimate Jobbers everywhere but not by CATALOGUE HOUSES.

We make heating plans in accordance with The Jones System of heating and guarantee perfect results.

A No. 15 JONES REGISTER.

For heating large first floor rooms. Bottom Collar, 7x13¾. These Registers are fitted with a Top Collar which fits 3¼x12 single or No. 8 double wall pipe when two rooms are to be heated (one above the other) from one large basement pipe and are fitted with an asbestos lined plate when used for heating one room on the first floor.

FERROSTEEL REGISTERS

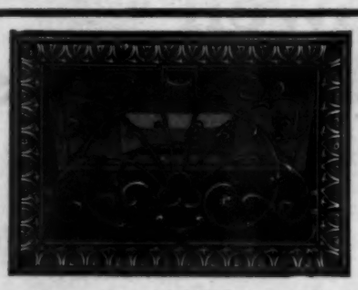
WE MAKE ALL LINES

All Cast
Modified Steel
All Steel

Quality everlastingly the best
Prices everlastingly the bottom

OUR
ALL CAST Are time tried and worth proven.
MODIFIED STEEL The novelty success of 1904.
ALL STEEL Orders accepted for September delivery.

THE FERROSTEEL CO.. 34 Michigan St., CLEVELAND, OHIO



MUELLER WALL REGISTERS

Simple
Durable
Quickest Installed
Greatest Capacity

We also make a complete line of Floor Registers. GET OUR PRICES.

L. J. MUELLER FURNACE CO.

191 REED STREET Established 1857 MILWAUKEE, WIS.

100 TINNERS' PATTERNS

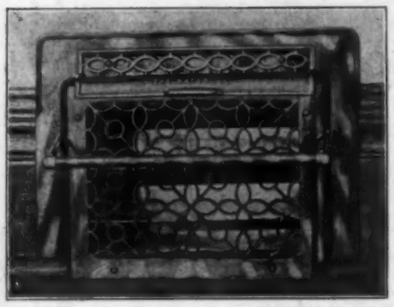
COMPLETE FOR

$1.00

Sent Postpaid on Receipt of Price.

DANIEL STERN,

69 Dearborn St. CHICAGO.



Front View Waterloo

WATERLOO REGISTER COMPANY,
Waterloo, Iowa.

DISTRIBUTORS.
Prest Heating Co., Kansas City, Mo.
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Stratton & Terstegge, Louisville, Ky.
Peck-Williamson Heating Co., Cincinnati, Ohio
Pease-Waldon Co., Winnipeg, Manitoba, Agents for Canada.

A Useful Ornament

There are several featuresin the WATERLOO, aside from the water pan, that makes it strongly desirable. The unique method of opening and closing the valves with the foot rest: When foot Rest is extended, valves are open; when Rest is pushed back out of the way, valves are closed.

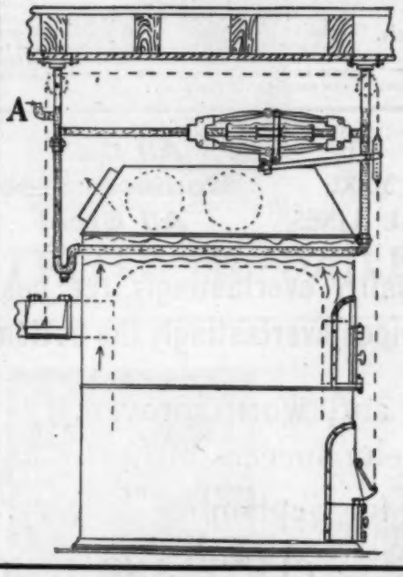
The WATERLOO Side Wall Register is attractive in design and neatly finished,—

And the Evaporating Moisture-Supplying Water Pan adds very little to the cost.

Our little booklet tells the story of the WATERLOO in a clever, interesting way.

It shows the WATERLOO inside and out,—and we'll send the booklet *and our quotations to any Furnaceman on request.*

LAWLER'S THERMOSTATIC REGULATOR
FOR HOT AIR FURNACES.



This illustration shows a Lawler Regulator applied to a hot air furnace for automatically controlling the furnace heat to any desired temperature.

It is the most perfect machine for the purpose in the world.

Good reliable furnace men in every city, wanted to handle this furnace Regulator.

LAWLER REGULATOR CO.
158 Wooster St., NEW YORK CITY.

Our Western Agents:
THE NORWALL MFG. CO.,
138 Jackson Boulevard, CHICAGO, ILL.

Smith's Latest Improved Double Lock Nested Stove Pipe

FIG. 2

Construction of which is very simple, practical and just as safe as riveted pipe. Can be cut when fractional joint is required, without the use of a rivet. Guaranteed to fit perfectly.

Fig. 2 Cut shows pipe as it is being closed.

Write or free model, showing how it locks automatically without the use of tools of any kind.

The OHIO STOVE PIPE & MFG. CO.
NEW PHILADELPHIA, OHIO

Stowell Side Wall Registers

We have several **ENTIRELY NEW FEATURES** in our **Side Wall Registers** this year. Write us and get a new special catalogue and let us tell you why we **know** we have the **most practical** and **satisfactory** Side Wall on the market. Also full line of Floor Registers.

Stowell Mfg. & Foundry Co.
51-73 Milwaukee Ave., South Milwaukee, Wis.

Teachers and Preachers

WILL FIND OUR FURNACES

JUST WHAT THEY WANT

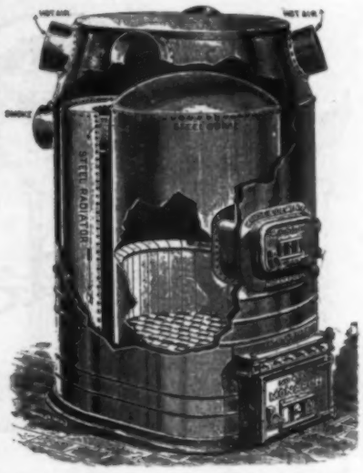
for a public building, as in no other make has such a study been made of ventilation, genial heating and thorough efficiency as in those

Made By Us

KRUSE & DEWENTER

427-429 E. Washington St., Indianapolis, Ind.

Our Catalog will give the comfort seekers many points.



ASBESTOS FURNACE CEMENT.

BUY ONLY COLEBROOK'S ASBESTOS FURNACE CEMENT AND STOVE PUTTY.

Best that can be manufactured and quality tells. If we please you tell others; if we don't, tell us. All we want to know is what you want and we can fill the bill. **COLEBROOK'S ASBESTOS FURNACE CEMENT** gets as hard as iron and no heat can destroy the same. Put up in all size removable cover cans, tubs, bbls. and half-bbls.

Insist on having **COLEBROOK'S ASBESTOS FURNACE CEMENT** and **STOVE PUTTY** and you will not have to apologize. Samples for the asking. Manufactured only by

W. H. COLEBROOK & SONS,

SYRACUSE, N. Y., U. S. A.

LARGEST MANUFACTURERS OF ASBESTOS FURNACE CEMENT IN THE WORLD.

CHAS. SMITH CO., Chicago, Ill.,

write: Kindly take out our advertisement for practical furnace men as we have more answers than we can take care of. 6-14-5

4 Trains a Day

via the

MONON ROUTE

CHICAGO, INDIANAPOLIS & LOUISVILLE RAILWAY

and C. H. & D. Ry.

Only 8 Hours

from

CHICAGO

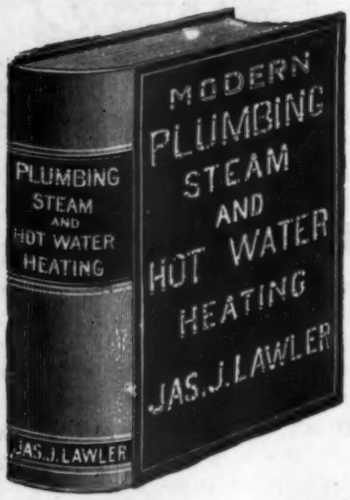
to

CINCINNATI

BY DAY, Parlor and Dining Cars
BY NIGHT, Palace Sleeping and Compartment Cars.

CHAS. H. ROCKWELL, Traffic Manager. FRANK J. REED, Gen. Pass. Agt.
200 Custom House Place, CHICAGO.

MODERN SANITARY PLUMBING



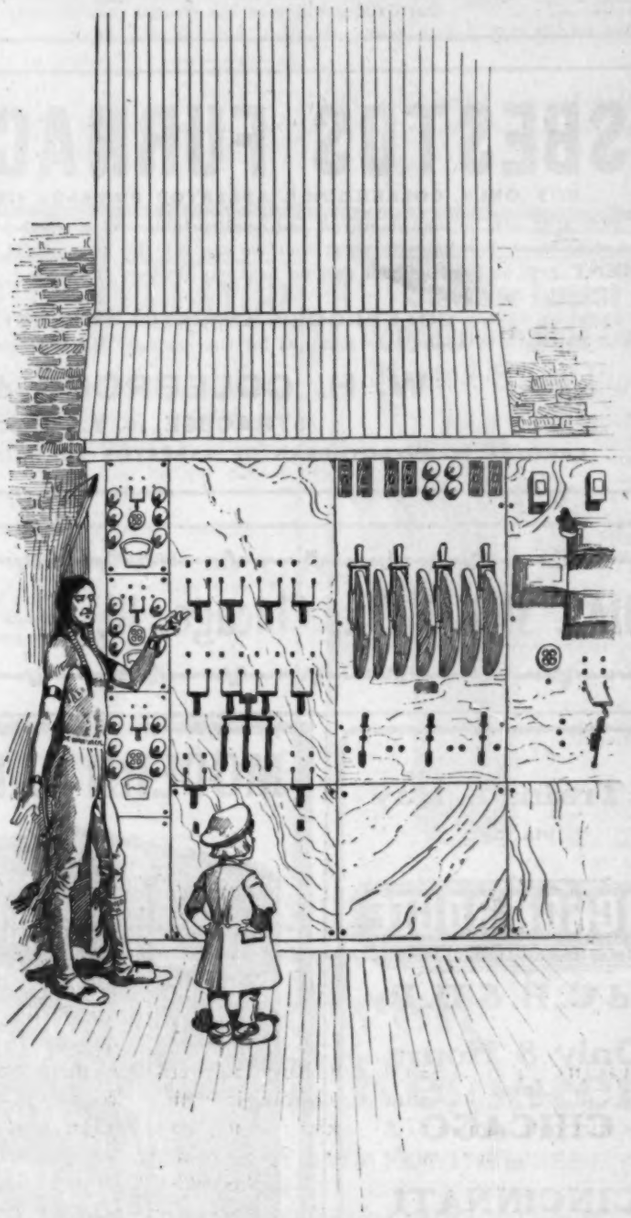
Steam and Hot Water Heating...

An Encyclopedia of Practical Plumbing and Heating Work. By JAMES J. LAWLER. 400 pages large octavo. Size 6x9 inches. ***Price $5.00.*** This book is practical throughout. Its aim is to impart information that practical men can utilize in earning their daily bread and butter. It is the ready key to problems arising in sanitary and heating work, and has already taken its place as a leading practical authority in this field.

FOR SALE BY

DANIEL STERN, - 69 Dearborn Street, - CHICAGO.

We are prepared to furnish, to any stove merchant located in territory where the agency for the sale of the Round Oak Chief Steel Range has not been placed, indisputable convincing evidence that the Chief is the *best seller*, the *best value* of its kind, on the market today.
If you can be interested in a range your competition cannot equal, write us.



ESTATE OF

P. D. BECKWITH

FRED E. LEE, Manager

Dowagiac Mich.

MAKERS OF GOOD GOODS ONLY

"This, Fritz, is the marble electric switchboard which directs the electric current to the different departments."

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES, THEIR POSSESSIONS AND CANADA, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00. IN FOREIGN COUNTRIES EXCEPT CANADA, ONE YEAR, POSTAGE PAID, $4.00.

Address all Letters, communications, and remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,

69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.

THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, SEPTEMBER 23, 1905.

THE WASHINGTON State Grocers' Association at a recent meeting adopted resolutions condemning the parcels post law and exhorting manufacturers to fix and maintain retail prices on their products. It was decided to favor those manufacturers who most speedily adopted this system.

CONSERVATIVE estimates of the net earnings of the United States Steel Corporation for the quarter ending Sept. 30th are fixed at between $31,000,000 and $31,500,000. The earnings for the whole of 1905 will approximate $115,000,000. It is said that the earnings would be much larger were the capacity of the mills greater.

FIGURES showing the activity of the blast furnaces during the month of August have been compiled and a production of almost 2,000,000 tons has been estimated. These figures are somewhat speculative, the actual report showing a production of slightly over 1,500,000 tons. Some furnaces, however, have not reported and it is estimated that these produced during the month of August between 300,000 and 400,000 tons. The stocks on hand are estimated at more than 400,000 for August as against more than 600,000 tons at the end of July.

THE RECENT announcement that the Russian government has ordered the discontinuation of discriminating import duties on a number of American products lends some interest to the fact that American exports of iron specialties into Russia increased from approximately $20,000 during the year 1900 to almost $50,000 in 1903. Imports of hand tools, which amounted to over $15,000 in 1900, increased to almost $65,000 in 1903. The same increase is true in regard to bicycles, machinery and other iron and steel products. Thus it will be seen that the discriminating tariff adopted by Russia had little, if any, effect upon the importing of these articles into Russia.

A Night Attack.

IF ANY one of the big retail mail order houses were required to give a list of their assets it is probable that a list of possible customers, containing the names and addresses of the different farmers throughout the country, would head the column. These mailing lists have been compiled at an enormous expense. Thousands of agents have been detailed to scour the country visiting each of the farm houses to discover the name of the owner. Local postmasters have been corrupted in numerous instances and have been bribed to disclose the names of rural mail box owners along the route. The compilation of these lists has brought the annual fixed expense of the retail catalogue houses up to an enormous figure and is one of the primary reasons why the legitimate retailer has so far been enabled in most instances to meet the catalogue house prices.

A night attack has been made by the retail catalogue houses and the fourth assistant postmaster general, P. V. DeGraw, has issued an order permitting senders of catalogues and other mail matter to place as an address upon the article to be delivered simply the *number* of the rural mail box into which it is to be placed. Heretofore it was necessary for the sender to clearly indicate the name and address of the future recipient. Now articles will be delivered by the postoffice if they are marked merely: Box No. 8, Rural Route No. 1, Tabasco, Iowa. Thus, if the agents of a retail catalogue house discover the number of routes leading from a certain town and the number of boxes along each route—figures which the local postmaster is allowed to furnish to an applicant—the catalogue houses will have gained their point and will be enabled to promulgate their advertising matter at an enormously reduced expense.

Heretofore the rural boxes have not been numbered. The fourth assistant postmaster general, perhaps without the knowledge of the postmaster general, has ruled that "for public convenience and to facilitate a more accurate handling of mail by rural free delivery carriers, it has been decided that each rural mail box in use on a rural route, which, under the regulations of the department, is entitled to service, shall be designated by number in the manner and by the method hereinafter set forth."

In response to the universal demand made some time ago upon the postmaster general by retailers throughout the country, rural postmasters were ordered to cease furnishing applicants with the names of the patrons of the rural mail routes throughout the country. Determined to offset this blow by securing an advantage at another point, the catalogue houses have succeeded in acquiring this ruling. It is possible that the order will be rescinded. Such an action will not be taken, however, unless the matter is brought to the attention of Postmaster General Cortelyou in a forcible manner. Immediate action should be taken by retailers throughout the country and protest sent to Mr. Cortelyou at Washington in the form of a written statement.

The whole ruling is as follows:

To Postmasters:

For public convenience and to facilitate a more accurate handling of mail by rural free delivery carriers, it has been decided that each rural mail box in use on a rural route which, under the regulations of the department, is entitled to service, shall be designated by number in the manner and by the method hereinafter set forth; and the delivery by rural carriers of ordinary mail matter of all classes addressed to such boxes by number alone is authorized so long as improper and unlawful business is not conducted thereby.

1. Postmasters at the respective distributing offices are hereby directed to instruct the carriers of all rural free delivery routes which have been operated 60 days or more, to review the rural mail boxes in use on their routes in the interval between the receipt of this order and September 30, 1905, and report which of them conform to the regulations and are thus entitled to designative numbers.

2. The following, when found to be safe, weather proof and fit receptacles, for mail, are entitled to numbers:

(a) Boxes "approved" under Order No. 739.

(b) Non-approved boxes erected prior to October 1, 1902.

3. No non-weather proof or otherwise unfit receptacles for mail shall be numbered. All such must be replaced with regulation "approved" boxes by the owners or no numbers will be assigned.

No rural mail box erected within the limits of an incorporated city or town or within one-half mile of a postoffice at an unincorporated town or village shall be numbered unless such box was erected prior to October 3, 1903, or is being served by specific order of the department.

Service must not be withdrawn, however, from any box now being served until such withdrawal is expressly ordered by this office.

4. The numbers assigned to boxes on each route will commence with "No. 1," which will pertain to the first regulation box reached by the carrier after leaving the starting point of his route, traveling in accordance with official description; box after box thereafter to be counted and given the proper number in regular sequence in order of service from "No. 1" to and including all those boxes entitled to service located on the route.

5. Each number thus arrived at should be recorded in the carrier's roster book opposite the name of the owner of the box so designated, and also opposite the name of every other person entitled to receive mail in said box. Numbers thus applied to boxes and registered must be promptly reported to and recorded by the postmaster of the distributing office to which they belong, and must not be changed thereafter except by specific authority of such postmaster.

6. As soon as possible after completing the assignment of box numbers on a route the postmaster will furnish each box owner with the official number of his box and request that this number be at once legibly and durably inscribed in a conspicuous place on the outside of the box.

7. Boxes served regularly by more than one route must, in cases where such double service is duly authorized, be given numbers in regular consecutive order on each route, by the method prescribed in the preceding paragraphs for numbering boxes served by but one carrier.

8. New boxes erected subsequent to the original numbering, between those already in position on a route and consecutively numbered, will be designated by applying thereto in the regular order the next consecutive numbers shown by the record of numbered boxes already on the route to be unused.

9. The work of numbering boxes on newly established routes must not be undertaken until the great majority are permanently in place. Not less than 60 days should elapse, however, after service begins, before the numbers are assigned.

10. Carriers must keep their roster books corrected up to date. New boxes erected, removals, changes of address, names of new patrons, etc., must be punctually entered up and promptly reported to postmasters. The latter must carefully oversee the work of carriers, and also maintain in their offices accurate and complete lists of the names and box numbers of all patrons of each route attached to their offices.

11. Any instructions issued by this office conflicting with this order are hereby revoked.

12. On receipt of this communication postmasters will give it the widest possible publicity to patrons of the rural service, without expense to the department.

Crop Insurance.

IN SPITE of recent revelations of the methods in vogue in life insurance corporations, in spite of the nauseating stench aroused by the Equitable scandals, very few will deny the value of insurance. Life, fire, glass, accident, shipping, burglary or any of the other forms of insurance are highly commendable. The elimination of personal risk by distributing it over the whole country and the transfer of loss from the shoulders of the person afflicted to the shoulders of his thousands of more prosperous brethren is a product of civilization and a sign of the commercial progress of the century.

In all of these efforts to decrease the personal risk and to spread it over so many that its direful effect is nullified, no attempt has been made to nullify that greatest risk of all, the crops. The business of the world, the prosperity and very existence of every one, depend entirely upon the harvests. If the crops are poor, if some farmers obtain little or nothing from their season's efforts, if prices rise, some farmers will be enriched, it is true, but others will be obliged to start the new season impoverished, and the poor of the cities may suffer want. The foundation of commercial strength is the fruit of the fields. It is the foundation of our existence.

There is more risk in the raising of crops than in other pursuits. Efforts to reduce the risk have been made by local farmers who contributed to a common fund during prosperous seasons and received their share of the funds during the years of failure. No move, however, has ever been made toward the formation of a national organization. A national insurance company, having as its subscribers a large percentage of the farmers throughout the entire country, with an immense capital, could properly meet its obligations, paying off local losses by the proceeds received from the other sections. It is hoped that such an organization will sometime come into existence and place the greatest field for uncertainty more securely under our control.

RANDOM SKETCHES.

BY SIDNEY ARNOLD.

I happened into a hardware merchant's store the other day and we got started on the subject of advertising.

"Oh, yes," he said, "advertising pays. It pays just as the sign on the door pays. Every morning the Bulletin has my name and the line of goods I carry. It does not trouble me much to write copy. In fact, to tell the truth, the same copy has appeared for the last half year. It pays, but not very handsomely. I devote all my energies toward selling my merchandise after the purchaser has reached the store."

I asked him whether he had ever tried changing

his advertisement every day with each issue of the paper.

He replied saying that he never had, inasmuch as his time was devoted to other pursuits, more profitable, and which consumed all of his leisure moments. He added: "A man's got to cut out certain undertakings in order to devote more time and his greatest efforts toward the accomplishment of more important undertakings. If a man wants to gather a good crop of dandelions, he does not make it a point to pluck every single dandelion in the field. He usually passes over the more scraggy and faded dandelions to get the best. It is a kind of process of elimination. It is the same way in conducting a business. There are millions of things that a man might do, all of which might prove profitable if attended to strictly and carefully. Nine hundred thousand of these things are usually cut out or gone over hastily by the man who is successful. I do it and I find it pays."

My friend was doubtless right in stating that there are millions of little trivial affairs constantly coming up in the management of a business, however small. Advertising is one of these items in the lives of most retailers. Great as has been the improvement in the advertisements to be noted in the local newspapers of the country, it is a singular fact that perhaps not more than fifteen per cent of these advertisements display any scientific treatment of the subject or any conscious endeavor to make the most out of the money expended. Advertisements of retailers are upon the whole rough drafts or electrotypes received from manufacturers. The attention of the proprietor of the establishment is as a rule directed toward the selling end of the business proper. Advertising, circularizing, window display, inventory, bookkeeping and things of a like import are usually delegated to cheap help and are executed in a cheap manner. If the dealer is economical he will try to do all this work himself.

In considering this question it is well to regard one's energies as you would regard the water in a supply tank. There is a constant loss of water in the tank through the drain pipes at the bottom. The supply pipes at the top bring their constant amount of water, but at times the level of the water in the tank falls below the average because of the demands from below. A man's supply of energy is regulated in somewhat the same manner. It is not inexhaustible and in order to get the greatest effects it should be regulated just as any other physical power is regulated. A man cannot work twelve or fifteen hours every day and do his work well, inculcate original methods and materially increase the size of his business. He cannot do the bookkeeping and the advertising, and the selling, and the buying, and all of the other things, unless his business is so small as not to hold an extra clerk.

Of course if the matter of expense is to be considered, it would not be wise to get a $25.00 a week bookkeeper to handle an account that sums up to approximately $3,000 annually. It would not be profitable to engage an advertising man to write copy for one two-inch ad, to appear in the local paper once a day or once a week. These factors must be considered as a matter of course. I do feel, however, that it is not good policy to allow a factor that has proved profitable to be neglected and to prove a drain upon one's bank account without some effort on the part of the proprietor. I have questioned several dealers whose advertisements I admire. They find that advertising is extremely profitable, backed up as it is in these cases by attractive window displays and forceful circularizing. An inspection of their methods brought out most convincingly the fact that all forms of their publicity work together for a common end. The buying public was unconsciously impressed by the unity of the attack—an impression that would not have been made had the efforts been disconnected and independent of each other. The publicity methods were thoroughly systematized. The psychological moment was awaited and the opportunity seized.

The policy of the retailer mentioned above, who believed that advertising did pay no matter how carelessly conducted, is not advisable. It is possible to get a fairly good pocket knife for seventy-five cents. It would be impolitic for a man to pay seventy-five cents for a pocket knife that was not half so good. Yet this is what my friend, the retailer mentioned above, is doing. Instead of getting the real, the actual, the possible value from his advertisement, he is only getting perhaps one-half, perhaps one-fourth of what other dealers could derive from the same amount of space. Perhaps his daughter, who has just graduated from the local grammar school, might find pleasure in devoting an hour's time every day in changing the arrangement of the words or in changing the advertisement from lawn mowers to furnaces. Perhaps the young clerk, who is just starting in, may know more about literary men and their works than he knows about selling goods. A fitting subject might be found in this clerk. Again, if the proprietor himself would devote one-half an hour a day to the subject and one-half an hour a day less to re-arranging his stock, the advertising might give appreciable and extraordinary results. It is well to remember this fact. If the advertiser will not take the trouble to even read his advertisement as it appears in the periodical, it is not to be expected that many readers of the paper will. No matter how small the concern the advertising must have attention, not half-heartedly and as a necessary evil, but understandingly and with skill and judgment.

* * *

The Chicago Tribune is making much of a weekly column of information, entitled "How I Lost My Job." Many strange and humorous reasons are given by recipients of "walking papers" in each issue. None, we believe, is equal, either in humor or peculiarity, to the following:

The Manager—How came you to leave your last place?

Applicant—I was discharged for good behavior, sir.

The Manager—Discharged for good behavior! That's unusual, isn't it?

Applicant—Well, you see, good conduct took nine months off my sentence.—Bagology.

News Siftings

MEETINGS.

National Hardware Association—Washington, D. C., November 8, 9, 10.

American Hardware Manufacturers' Association—Washington, D. C., Nov. 8, 9, 10. Headquarters, The New Willard.

Extensive improvements have been completed by the Buckwalter Stove Co., of Royersford, Pa.

The Banner Stove Co., of St. Louis, have filed articles of incorporation, with a capital stock of $10,000.

It is announced that Wilson & McPike, St. Stephen, Maine, dealers in tinware and stoves, have opened a store in the Barnard bldg., Calais, Maine, which they will operate in conjunction with their older store.

Samuel Stewart, I. W. White and F. J. Miller are the incorporators of the Hydraulmatic Co., Newark, N. J., capitalized at $5,000, to manufacture and deal in gas stoves and fixtures for gas, water and air.

The difficulty between the employes of the Gunter Stove and Range Co., of Bridgeport, Ala., and the employers has been adjusted and the men are now at work. It is said that the order books of this company are filled to overflowing.

Mr. Fiebeger, of the Fiebeger Heating Co., Akron, Ohio, and of May & Fiebeger of the same city, has lately shown his appreciation of the workmen employed at his foundry by presenting them with two beautiful silk banners—one for the crew of each shop.

One of the oldest stove foundries in America, established in 1757, was discontinued when the business of the Ellis Foundry Co., of South Carver, Mass., was sold. This firm was well known as the manufacturers of Arbutus ranges, heating stoves and hot air furnaces.

The core makers of Philadelphia have made a demand upon the foundry men of that city for a wage increase of twenty-five cents for the same length of time each day. The question has not been settled as yet, but it is believed that arbitration will readily smooth matters over.

Quick steel heaters are said to be a specialty that create curiosity, talk and sales. The construction of this heater is such as to attract attention and excite comment. It is made for soft coal, with a corrugated pressed steel top and bottom, and a sectional air blast fire-pot. It is made by the Ringen Stove Co., of St. Louis.

C. H. Miller, of the Champion Steel Range Co., Cleveland, Ohio, was a recent visitor at The American Artisan office. Mr. Miller reports that the double flue construction of the Champion and Marquart steel ranges has increased their popularity in all sections of the country, but in none more than in the Western.

The Model Oak is a popular heater manufactured by the Portsmouth Stove & Range Co., of Portsmouth, Ohio. It is made with a draw center grate, a gas burning register in the feed door, a check register in the pipe collar, anti-buckling drums, smoke curtains, an air-tight register and other patented features. It is quite new and of the highest quality. Circulars will be furnished upon application.

Nox-Em-All is the name of a new horizontal boiler range just placed upon the market by the Beasten Stove Co., Second and Race Sts., Philadelphia. This range is made with either right or left hand oven, with a plain or duplex grate and a hot air flue and sifter grate. The top is removable, being divided into sections so that an ordinary lifter can remove every plate except the rim plates. This can be done, it is said, without the removal of a bolt or a rivet.

The Joliet Stove Works, of Joliet, Ill., announce a genuine bargain. This bargain does not consist in a ten-dollar bill presented to the user of one of the stoves manufactured by this company, but it does consist in what is said to be a convenience worth many times that amount. This convenience consists in the "drop the ashes down cellar" feature, which is so influential in selling Moore's base burners. The Joliet Stove Works own the patent on this convenient adjunct.

The Estate of P. D. Beckwith, Dowagiac, Mich., announce that the trade this season is so extensive as to make it almost impossible to take on many more new orders. They have found the demand good in all sections of the country. The Round Oak room heater has, it is said, been found to be the next best thing to a furnace for heating school rooms, stores, halls or churches. The effectiveness of this heater lies in its power to warm and circulate the air in a large room in a short time. The results are said to be well heated air evenly distributed. This heater is made for hard or soft coal, for coke or wood.

The Capital Gem is a new Wellsville steel range recently placed on the market by the Toledo Stove & Range Co., of Toledo, Ohio. Great as was the popularity of its predecessors, the Capital Gem has, it is said, exceeded all previous records. It is made with a balanced oven door, preventing jarring. A flush reservoir is provided or eliminated according to the preference of the buyer. The range is made with a pouch feed and broiler door. This range and their base burner, the Radiant Gem, received grand prizes at the Findlay Fair. B. J. Taylor of the company announces that the trade on base burners has increased so rapidly that the surplus space provided when the new plant was erected is not large enough to meet with the new requirements. John Kontny, 65-67 North Desplaines St., Chicago, is the Western agent for the Gem line.

The Foster Stove Co., of Ironton, Ohio, have just issued a supplement to catalogue No. 15. It describes completely and yet not verbosely the large line manufactured by this concern. Foster's Prize steel range is said to be the embodiment of a number of late improvements, practical, desirable, and yet economical. Foster's Winner is the latest of their steel ranges. It is made with a back and with a high closet, or without either. Foster's Reliable steel range has proved a great favorite and the manufacturers expect that the coming season will witness a greater sale on this range than ever before. This firm manufacture a popular line of steel cooks. These are named Foster's Peerless and Foster's Best. Foster's Hot Blast is a new

heater built for soft coal. Foster's Ruby, Foster's Junior oak and Foster's laundry, in addition to Schoup's Economist, unite in making this line an attractive one for dealers.

BED TIME.

Perhaps no reminiscence can fill us so full of the tender memories of our childhood as the scenes which are laid around the stove in the cold hours of winter late in the evening. Perhaps no scene can touch a mother's heart so closely as a picture of the little ones just ready for the "nighty." Evidently the Barler Mfg. Co. realize this fact, for they have made a most effective and touching scene of the two little Barler girls telling a bed-time story, with a Barler oil heater as a grateful listener. The two little girls are picturesque and beautiful and quite worthy of the stove which succeeds in keeping them warm in spite of their absence of other protection.

The A. C. Barler Mfg. Co., of Chicago, will be glad to send an electrotype like the cut shown herewith to dealers who contemplate advertising Barler heaters.

A bed-time story

They likewise offer numerous other electrotypes and electrotyped advertisements to agents who signify their desire to receive same. These advertisements emphasize the attractiveness and convenience of Barler oil stoves. It was decided best, however, by the manufacturers to leave the cut shown herewith without descriptive matter, allowing to the retailer the opportunity to meet local conditions, local ideas, and local difficulties with local arguments. They have found during the past that, in most cases, the dealer himself can write better paying advertisements than the best educated advertising writer.

GASOLINE DANGEROUS?

The following editorial has been clipped from a recent issue of the Chicago Chronicle, an influential daily newspaper:

If dynamite, nitroglycerin or blasting powder were kept in half the groceries and most of the drug stores of this country and sold to all comers it would not be surprising if the mortality due to those explosives should reach a high figure.

Consequently it is not surprising that the death list of gasoline victims attains more alarming proportions daily. It usually reaches a maximum during the heated term, when the use of coal or wood as domestic fuel is attended with considerable discomfort.

The kitchen range or the "cook stove" is allowed to grow cold and the gasoline stove is called into requisition. Death and injury follow. Every daily newspaper contains an account of the damage to person and property wrought by gasoline.

This fluid is a more dangerous high explosive than any of the regular blasting compounds whose sale is strictly regulated by law. It is more dangerous because it is more unstable and more volatile.

Dynamite, for instance, can not be exploded except by a detonating cap. It may be burned with safety. When it is exploded it rends but does not suffocate, nor does it set fire to everything within range.

Gasoline, on the other hand, is susceptible even to atmospheric heat. It gives off a deadly gas which is highly inflammable. When it explodes it carries flame and asphyxia on every side.

The deadly possibilities of a small quantity of gasoline are appalling. An ounce of it vaporized and exploded by the flame of a match is capable of destroying a substantial building. When we consider that gallons of this tremendous explosive are kept in cellars and kitchens, where the possibilities of ignition are imminent, it can only be marveled that the population is not decimated.

The actual mortality is grewsome enough, however. From all over the country come daily reports of death and destruction caused by gasoline. In Chicago alone during the summer months it is probable that at least one "accident" from gasoline occurs every day, and a gasoline "accident" invariably means serious injury when it does not cause painful death.

Yet gasoline is to be had at every corner store. Unlike other high explosives, its sale is regulated—when it is regulated at all—in the most perfunctory fashion. Anybody can buy it as anybody can sell it. This constitutes one of the anomalies of the use of the police power for public protection.

The way to stop the slaughter and burning by gasoline is, of course, to stop the sale of gasoline. Nothing short of that extreme measure will accomplish the desired result. Eventually that will be done—not, perhaps, through the influence of public opinion, which seems absolutely torpid in the matter, but through the interested efforts of the fire and life insurance companies which suffer financially from the use of a deadly explosive and inflammable compound as a domestic fuel.

The statements contained in the editorial seemed so far at variance with the facts that the matter was referred to a few manufacturers of gasoline stoves for confirmation or denial. The A. J. Lindemann & Hoverson Co., Milwaukee, replied as follows:

To The American Artisan:

It seems to us that any comment with reference to this

article is unnecessary, because the article on the face of it, is exaggerated, and like the advertisements of patent medicine quacks, is evidently written for some special purpose.

The fact that there are daily reports of accidents caused by gasoline explosions, is an interesting bit of news, if true. The writer has been reading the Chicago papers daily for several years, and does not remember having seen an account of a single accident caused by the explosion of gasoline.

We are inclined to think the whole matter is simply an explosion of some infantile brain connected with the *Chronicle* staff rather than an explosion of gasoline. We have heard of such similar foolishness from the same paper before, and we are not at all surprised.

A. J. LINDEMANN & HOVERSON CO.

The Detroit Vapor Stove Co., of Detroit, Mich., go into the matter more deeply:

To THE AMERICAN ARTISAN:

In the first place it seems that there are no high grade gasoline stoves sold in Chicago, at least we can't sell any of ours. It seems to be the dumping ground for cheap stoves, and they are generally poorly put up, which are liable to leak and cause fires, but no explosions. Gasoline should not be compared with dynamite, nitro-glycerin or blasting powder. It is generally understood that gasoline is a fluid. It cannot explode. If ignited it will blaze up same as other oils or alcohol. It will explode only when the gases from the gasoline are mixed with the proper amount of air, and confined in an inclosed compartment and ignited would cause an explosion.

The so-called gasoline stove explosions are no explosions at all. It is possible some old stove caught fire from a leaky can or pipe. The fact is there was no explosion at all.

The latest improved Vapor Gasoline stoves (Detroit Vapor stoves) have a take away tank, which feeds the gasoline only as it is used in the valve, perfectly safe, it is impossible to explode it. They are absolutely safe.

If accidentally a valve should be left open, the liability of an explosion would not be nearly as great as if a gas jet were left open. The fact of the matter is that the gasoline stove fires are a very small per cent, in comparison with other accidents that occur every day.

Therefore, we think if the Chicago *Chronicle* would find out the real facts as regards gasoline stove explosions, they would certainly change their views.

We have handled gasoline stoves for thirty years and know what we are about.

THE DETROIT VAPOR STOVE CO.

Frank B. McKenney, the well-known dealer at Rockford, Ill., president of the Illinois Retail Hardware Dealers' Association, writes as follows:

To THE AMERICAN ARTISAN:

The party that racked his brain and constitution to write that gasoline editorial I think must have been out the night before and made an attempt to paint Chicago a deep red color or to blow the city up and failed.

I have sold gasoline stoves for the past twenty-five years and in that time I have known of many accidents from gasoline stoves. I have also known of many accidents and fires from the defective flue that the old fashioned cook stoves and up to date ranges have been connected to. In fact there was one year in this city of 40,000 people that there were more fires and a greater loss from the latter than the former.

There is one thing that I have always taken note of, that all the accidents that ever happen with a gasoline stove the daily press will print a half column of a gasoline explosion, when in fact in my twenty-five years' experience with gasoline stoves, I have yet to know of one instance where there was an actual explosion, and I am from Missouri; you will have to show me.

Everybody and any one knows that gasoline will ignite and burn from a spark. For instance, a housewife in this city woke up to the fact one evening about two summers ago that her gasoline tank was empty and that it must be filled to get the evening meal, and the most convenient way to her mind to find out if the tank was full was to strike a match to look in a hole three-quarters of an inch in diameter to see if the can was full. No one ever found out how full the can was when she put the match over the hole. At all events the match ignited the vapor and the tank of gasoline did not explode, but burned and melted the tank. (It also burned the lady.)

In his editorial he stated that at least one accident a day occurred in Chicago. I think if this editor is trying to look up accident producers in Chicago, or any other city when there are as many gasoline stoves used as there are in Chicago, and only average one a day, he would better look further, for it is my opinion that he can go out on the streets of Chicago and find hundreds of dangerous contrivances killing and maiming more people a thousand times over than gasoline stoves do that the public could do without better than they can without the stoves.

Yours truly, F. B. MCKENNEY.

PRIVATE BRANDS.

The suggestion offered by "Roadman" in the Sept. 16th issue of your paper is along the right track. The difficulty is not so great that the private brand question could not be settled quite readily if the two parties got together. Even in the absence of a great leader like President Roosevelt to force an agreement, I think the opponents could easily give and take until the peace terms were mutually acceptable.

It occurs to me that the trade papers and manufacturers are making more of the private brand question than it deserves. This opinion is freely expressed by the fellow retailer with whom I have talked to on the subject. These people are mostly of the opinion that the catalogue house is of primary importance and that nothing should be done to help out the manufacturers until they do something for the retailers to help them out of the present illegal competition. Let it not be understood that I am in favor of the present stand of the jobbers. Though I'm not from Missouri I have some of the characteristics of Missourians and the jobbers have got to show me. Some of those jobbing houses in Chicago and down in St. Louis have got to show me that they haven't sold to the catalogue houses in the past and that they are not doing it under our very noses at the present. One big concern that I could mention without scratching my head awfully hard tells everyone who asks them and announces on its letter head that it doesn't sell to those concerns. Secretary Corey is likewise pretty sure that these jobbing houses are O. K. I notice though that when the teamsters at Montgomery Ward & Co. struck last spring, that the teamsters of this big jobbing house went out on a sympathetic strike because their employers tried to force them to make deliveries to this catalogue house. A fool can draw his own conclusions and hit the nail pretty square on the head. At least one Chicago paper announced about that time that this big jobbing house was hard put to make deliveries to the strike bound catalogue house. You've got to show me.

When I say that it's not up to the retailers to help the manufacturers to abolish private brands, I mean to say that it is up to the retailers to help themselves. According to the old adage, you know, God will help them if they do. The manufacturers are strong enough to fight their own battle and so are the jobbers. If the retailers would get rid of the knife-'em-in-the-back jobbers, they would be strong enough, too. Of all the footless, outrageous, ridiculous and contemptible agreements I have ever heard that catalogue house joint alliance is the limit. Some of the jobbers may be sincere for all I know. Most of them are just as about as innocent as a cat watching a mouse stick its snout up from a rat hole. They are using the retailers for a mighty good thing, and the retailers are fools enough not to recognize it. If it comes to a choice between the two, I'd a blame sight rather ally myself and the cause of the retailers with an open enemy than with a friend who pretends to be a friend but who will do the Brutus whenever he gets a good chance. No snakes in the grass for me.

"WISEMAN."

The Hardware Record.

American Hardware Mnfs. Assn.
Pres., J. C. Birge, St. Louis, Mo.
Vice-Pres., C. W. Asbury, Philadelphia, Pa.; Geo. W. Corbin, New Britain, Conn.; Henry B. Lupton, Pittsburgh, Pa.
Sec.-Treas., F. D. Mitchell, 309 Broadway, New York.
Ex. Com., W. M. Trussig, New York; Sam'l Disston, Philadelphia; Wm. H. Hays, Pittsburgh; John E. Harbster, Reading; Geo. P. Hart, New Britain; W. M. Pratt, Greenfield, Mass.; E. G. Buckwell, Cleveland; E. B. Pike, Pike, N. H.

Arkansas Retail Hdw. Dealers' Assn
Pres., T. B. Stewart, Newport.
1st V.-P., R. P. Allen, Van Buren.
2d V.-P., W. E. Dean, Portland.
Sec. Treas., C. E. Taylor, Little Rock.
Ex. Com. (till June, 1907), Hamp Williams, Hot Springs; R. F. Rays, Russelleville; J. P. Simpson, Malvern; J. R. Mott, Helena; (till June, 1906), Frank B. Gregg Little Rock; C. T. Rosenthal, Batesville; M. Pittman, Prescott.

Chicago Retail Hdw. Dealers' Assn.
Pres., H. E. Gnadt.
V.-P., W. B. Costello.
Sec., G. R. Lott.
Collector, John Hora.
Treas. J. L. Smith.

Illinois Retail Hdw. Dealers' Assn.
Pres., Frank B. McKenney, Rockford.
V.-P., F. Giessing, E. St. Louis.
Sec., L. Nish, Elgin.
Treas., Geo. A. Englehardt, Chicago.
Ex. Com., Frank B. McKenney, Rockford. L. Nish, Elgin; Geo. A. Engelhardt, Chicago; Chas. Johnson, Peoria; F. F. Porter, Chicago; Wm. Bittel, Peoria; H. G. Cormick, Centralia; L. D. Ray, Belvidere; W. T. Gormley, Chicago.

Indian Territory Retail Hdw. Assn.
Pres., A. L. Severance, Durant.
1st V.-P., Geo. W. Mowbray, Tulsa
2nd V.-P., W. J. Pettee, Oklahoma City.
Secy., W. G. Johnston, Oklahoma City.

Indiana Retail Hdw. Dealers' Assn.
Pres., A. N. Shidler, South Bend.
1st V.-P., Chas. Frame, North Manchester.
2nd V.-P., Walter B. Creed, New Albany.
Sec.-Treas. M. L. Corey, Argos.
Ex. Com., W. P. Lewis, New Albany; Chas. E. Hall, Indianapolis; J. L. Fulton, Portland

The Inland Empire Implement and Hardware Dealers' Association.
Pres., C. L. Butterfield, Moscow, Idaho.
1st V.-P., E. E. Lucas, Davenport, Wash.
2d V.-P., Dana Child, Spokane, Wash.
Sec., E. W. Evenson, Spokane, Wash.
Treas., J. A. Fridaker, Spokane, Wash.

Iowa Retail Hdw. Dealers' Assn.
Pres., H. S. Vincent, Ft. Dodge.
V.-P., C. E. Haas, LeMars.
Sec. Treas., A. R. Sale, Mason City.
Directors, T. A. Nichols, Burlington; D. S. Stouffer, Iowa City; E. C. Moore, Waverly; S. R. Mills, Mason City; U. S. Johnston, Tama; R. J. Breckenridge; Brooklyn; L. C. Clifford, Des Moines; F. P. Hollinger, Alton; W. J. Langfitt, Harlan.

Kentucky Retail Hardware and Stove Dealers' Association.
Pres., J. C Frederick, Owensboro.
1st V.-P., U. S. Shacklett, Fulton.
2nd V.-P., George W. Buck, Louisville.
Treas., J. Steitler, Owensboro.
Sec., John R. Sower, Frankfort.

Michigan Hardware Association.
Pres., J. H. Whitney, Merrill.
V.-P., E. B. Standart, Holland.
Treas., Henry C. Weber, Detroit.
Sec., Austin J. Scott, Marine City.
Ex-Com., S. Winchester, Jackson; J. G. Patterson, Detroit; E. B. Standart, Holland; E. S. Roe, Buchanan; John Popp, Saginaw; J. B. Sperry, Port Huron; C. R. Alden, Grand Rapids; J. H. Murray, Cadillac; George P. Griffin, Albion; T. Frank Ireland, Belding.

Minnesota Retail Hardware Assn.
Pres., A. T. Stebbins, Rochester.
V.-P., H. R. Schroeder, St. Paul.
Sec. M. S. Matthews, Minneapolis.
Treas., G. F. Duerre, Plain View.
Ex-Com., W. H. Tomlinson, Le Sueur; J. H. Smith, Minneapolis; H. R. Schroeder, St. Paul; F. W. Lucas, Litchfield; W. T. Cowing, Alexandria; C. H. Casey, Jordan; Louis Gewalt, Breckenridge; Chas. F. Ladner, St. Cloud; J. F. McGuire, St. Paul; A. T. Stebbins, Rochester; Geo. M. Evenson, St Peter.

Missouri Retail Hardware Dealers' Association.
Pres., Tayler Frier, Louisiana.
V.-P., Wm. H. Hahn, St. Louis.
Sec.-Treas., Frederick Neudorff, St. Joseph.
Ex. Com., F. A. Kannsteiner, St. Louis; W. C. Shoop, Richmond; O. W. Johnston, Marshall.

National Hardware Association.
Pres., S. A. Bigelow, Boston.
Vice-Pres., John C. Koch, Milwaukee.
2nd Vice-Pres., Brace Hayden, San Francisco.
Sec.-Treas., T. James Fernley, Philadelphia.
Ex. Com., R. M. Dudley, Nashville; W. S. Wright, Omaha; W. D. Taylor, Cleveland; F. Barker, Elmira, N. Y; J. D. Moore, Birmingham, Ala; P. E. Strauss, Boston.

National Retail Hdw. Association.
Pres., W. P. Bogardus, Mt. Vernon, Ohio.
1st V.-P., E. M. Bush, Evansville, Ind.
2d V.-P., H. F. Emery, Fargo, N.D.
Sec., M. L. Corey, Argos, Ind.
Treas., A. T. Stebbins, Rochester, Minn.
Ex. Com., T. Frank Ireland, Belding, Mich.; S. R. Miles, Mason City, Ia.; A. H. Abbe, New Britain, Conn.; Frank A. Bare, Mansfield, O; C. H. Williams, Streator, Ill.

Nebraska Retail Hdw. Dealers' Assn.
Pres., Max Uhlig, Holdrege.
1st V.-P., Albert Degner, Norfolk
2d V.-P., Frank Haecker, Friend.
3d V.-P., M. A. Hargleroad, Holstein.
Sec., J. Frank Barr, Lincoln.
Treas., H. J. Hall, Lincoln.

N. Dakota Retail Hdw. Dealers' Assn.
Pres., H. F. Emery, Fargo.
1st V. P., Martin Jacobson, Minot.
2d V.-P., H. H. Walters, Casselton.
3rd V.-P., O. I. Butler.
Sec., C. N. Barnes, Grand Forks.
Treas., H. T. Helgesen Milton.
Members Ex. Com., W. R. McIntosh, Bottineau; E. E. Elliott, Sanborn; W. H Pinkerton, Lakota.

Ohio Hardware Association.
Pres., John F. Baker, Dayton.
V.-P., C. S. Johnson, Barberton.
Cor. Sec., Frank A. Bare, Mansfield.
Fin. Sec., A. L. Shearer, Dayton.
Treas., L. F. Stahler, Waverly.
Ex. Com., John Kramer, Dayton; C. W. Jewell, Utica; W. S Perry, Zanesville; Frank W. Ingalls, Byran Will M. Crumrine, Salem; A. Boebinger, Cincinnati; John Spoerl, Hamilton; W. F. Jacobs, Youngstown.

Pennsylvania Retail Hdw. Assn.
Pres., Geo. V. Thompson, Mt. Jewett.
V.-P., J. H. Bowers, Charleroi.
Sec.-Treas., J E. Digby, McKees Rocks.
Ex. Com., Joseph M. Selheimer, Lewistown; J. E. Digby, Mckees Rocks; Geo. V. Thompson, Mt. Jewett; Pa.; Geo. L. Moore, Brownsville.

St. Louis Stove Dealers' Assn.
Pres., R. H. Myers.
1st V.-P., E. L. Wachter.
2d V.-P., G. M. Rinie.
Sec., Louis Boehl.
Treas., F. A. Kannsteiner.

Southern Hardware Jobbers' Assn.
Pres. F. B. Dunlap, Ft Smith, Ark.
1st V.-P., J. S. Warren Memphis, Tenn.
2d V.-P., Frank S. Gray, Jacksonville, Fla.
Sec.-Treas., C. B. Carter, Knoxville, Tenn.
Ex. Com., Bruce Keener, Knoxville, Tenn.; Chas. Ireland, Greensboro, N. C.; O. B. Barker, Lynchburg, Va.

Texas Retail Hdw. and Imp. Assn.
Pres., S. L. Erwin, Honey Grove.
Secy. & Treas., J. W. McManus. Waxahachie.
1st V.-P., R. L. Penick, Stamford.
Dir.: T. T. Clark, Ennis; H. S Allen, Calvert; W. A. Spangler, Bonham; D. B. McCall, Waxahachie; W. M. Gunnel, Charles Hutchins, Sam Mac cos.

Wisconsin Hdw. Dealers' Assn.
Pres., Ralph Burtis, Oshkosh.
V.-P., E. Tietgen, Manitowoc.
Sec.-Treas., C. A., Peck, Berlin.
Ex. Com., W. H. Busse, Milwaukee; E. R. Ramm, New London; Jas. Murphy, Racine; H. J. Krueger, Neenah.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 44 to 49 inclusive.

The Bay State Tool Co., of Portland, Mass., have increased their capital stock from $50,000 to $75,000.

The Michigan Wire Fence Co., of Adrian, Mich., are a new firm, incorporated with a capital stock of $25,000.

The Western Tool & Mfg. Co., of Springfield, Ohio, have increased their capital stock from $15,000 to $25,000.

Edmund Orgill, a veteran hardware dealer of Memphis, Tenn., died Sept. 8th, at the age of eighty years. Mr. Orgill breathed his last at Leamington, Warwickshire, England.

The Glidden Varnish Co., of Ohio, have filed articles of incorporation, with a capital stock of $200,000; $3,500 of the capital is to be employed in Missouri, with an office in St. Louis.

The W. D. Knight Machinery Co., of St. Louis, Mo., have been incorporated with a capital stock of $10,000, for the purpose of manufacturing tools, hardware and other metal goods.

F. W. Axtell, J. H. McKee and J. D. Vroom are the incorporators of the Axtell-McKee Mfg. Co., Fort Worth, Texas, capitalized at $100,000, for the purpose of manufacturing hardware.

The Harrisburg Hdw. Co. have been granted a charter by the state of Pennsylvania with a capital stock of $50,000. H. A. Dill, J. H. Bricker, W. H. Cleckner and John W. Weidley, all of Harrisburg, are the incorporators.

The official headquarters of the National Hardware Association at the next annual meeting in Washington, D. C., Nov. 8, 9, 10, will be at the Arlington and Shoreham hotels. F. P. May of F. P. May & Co. will have charge of the arrangements.

It is announced that the William Schollhorn Co., of New Haven, Conn., manufacturers of pliers, nippers and punches and other tools, are about to erect an addition consisting of a five-story brick building. The new building will add about fifty thousand square feet.

"One Hour With the O. K." is the title of a little booklet recently published by the H. F. Brammer Mfg. Co., of Davenport, Iowa. This booklet contains valuable little recipes which will be appreciated by any housewife. There is also a small compendium of information describing how drudgery may be turned into pleasurable effort.

The Loudon Machinery Co., of Fairfield, Iowa, have begun the erection of a new building to be used for storage purposes. This building will be 90x156 feet in dimensions. It will be three stories in height, of stone and brick. The heavy demand for the barn door hangers manufactured by this company is said to have brought about the need for an addition.

At the Trinidad Tournament held Sept. 4, 5, 6, some excellent scores were made with Peters shells. In the free for all handicap Wm. Veach of Falls City, Nebr., tied with two others on a score of ninety-seven

from the nineteen-yard line. In the first shoot-off Mr. Veach broke twenty straight and in the second again scored twenty straight making a total of one hunderd and thirty-seven out of a possible one hundred and forty, all from the nineteen-yard line. Mr. Veach was rewarded with a handsome watch.

At a meeting of the executive committee of the Retail Dealers' Hardware & Implement Association of Texas held recently in Dallas, the financial condition of the association was found to be satisfactory, and it was decided to hold the next annual meeting in Dallas, Jan. 23, 24 and 25. The committee appointed to consider the formation of the state insurance company, to which members of the hardware association only could subscribe, reported favorably. The matter will be brought up at the next meeting of the society. Many of the members of this association have formed local and county club organizations for social purposes.

J. W. Duntley, president of the Chicago Pneumatic Tool Co., Chicago, has returned from Europe where he spent about two months in the interest of his foreign business. Factories were started in Germany and Russia. These are now running very satisfactorily and a gratifying amount of orders has been received. The American factories of this company are working at their maximum capacity both night and day. Domestic inquiries are extremely heavy for all classes of these tools and appliances as well as for compressors. A total of one-hundred and fifty seven Franklin compressors have been sold during the last ninety days.

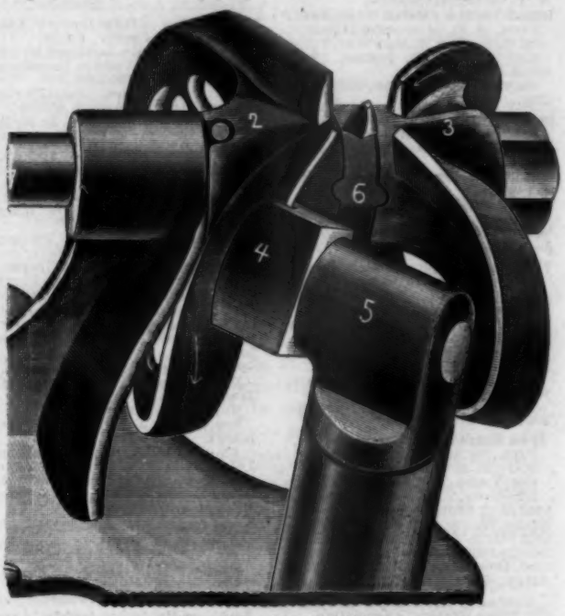
The J. D. Warren Mfg. Co., Masonic Temple, Chicago, have just printed illustrations of their most recently designed cabinets and bases *a la Warren*. These illustrations include those cabinets exhibited at the St. Louis World's Fair. Many of them are printed in four colors. In variety and number they are said to furnish the most extensive assortment ever issued. There are a number of combinations twenty-five and one-half feet in length, arranged as the experience of the J. D. Warren Mfg. Co. and their judgment would suggest. In connection with these illustrations they have just issued a neatly arranged and well printed net price list. Over three hundred patterns of their own design are included in this list.

The Enterprise Mfg. Co., of Pennsylvania, with main office at Philadelphia, New York office at 10 Warren St., and San Francisco office at 105 Front St., announce their policy to give a square deal to square dealers. They claim that square dealers are those who give the square deal to their customers. They claim that for the last forty years they have been giving the dealers a square deal. It is said to be merely necessary for square dealers to *distribute* Enterprise products, inasmuch as they are already *sold* by the policy of publicity which the Enterprise Mfg. Co. have adopted. A small booklet, entitled "The Cook, Her Critic," describes the Enterprise meat and food choppers. A supply of these booklets will be furnished upon request.

The Arcade Mfg. Co., of Freeport, Ill., have just issued an attractive, exhaustive booklet describing their line of coffee mills and wooden ware. One of the coffee mills manufactured by this company has become decidedly popular. It is in the nature of an innovation. The mill can be fastened to the wall and is turned while the operator is in a position to watch just exactly how much coffee has been ground and how much remains to be ground. These mills are made in a number of styles, with either nickel plate or enamel. The regular coffee mill, such as was used previous to this innovation, is described at length in this booklet and is manufactured by the Arcade Mfg. Co. in a number of different sizes, varieties and styles. The booklet also describes the Gem mop head. This head is simple, strong and positive in operation. The company also make a line of cabinets for spices, medicine, salt, etc. They will be pleased to send one of these booklets upon application. When writing, kindly add: "Saw it in THE AMERICAN ARTISAN."

THE WAVERLY WASHER.

It is a good rule to remember when selling merchandise not to bluntly derogate the products of a fellow merchant. It is well for a merchant to recognize the merits of the products of his rivals, though at the same time in order to successfully compete with these rivals he ought to be firmly convinced of the superiority of his own products. If these premises are true, the Waverly Wooden Ware Works, of St. Joseph, Mo., are amply qualified to obtain a great part



Showing Construction.

of the worldly success that falls to the lot of what are usually considered the more highly blessed of mortals. They feel that while other washing machines are not without merit, the Waverly are so intrinsically superior both in operation and in selling features as to be decidedly advantageous from the retailer's standpoint.

The Waverly washers are made under an expert corps of superintendents. Every detail of their construction has been carefully worked out both theoretically and practically. The tub used with this washer is made of kiln-dried Louisiana Cypress Lumber. It has corrugated staves and bottom. The legs are solid staves protected by cross braces. The wringer box

is supported and braced by heavy iron brackets. The lid is of double thickness fitting tightly. All of the other parts of this machine are made so as to last. In appearance the Waverly washer is neat as well as substantial. The woodwork is of a high grade filler and the best grade of varnish obtainable is said to be used. On the hoops and main gearing an aluminum bronze is employed. The fly-wheel is decorated with a bright red enamel.

The accompanying illustration shows the mechanism of this washer. It is constructed on the rotary reciprocating plan. In the illustration the frame is marked 1; the inside cam wheel is marked 2; the outside came wheel, 3; the follower head, 4; the follower head post (connecting with the dasher) is 5; the divider collar is 6 and the shaft 7. A reciprocating motion is imparted by the cam wheel. This has follower strips engaged by a follower head instead of pinions. This device is said to impart power to the dasher shaft. As the fly and cam wheels are revolved, the follower head travels around a circular flanged disk. In this manner a reciprocating motion to the interior working parts of the machine is obtained.

The Waverly Wooden Ware Works will be pleased to send descriptive matter entering into the construction of this machine more deeply upon request. When writing, kindly add: "Saw it in THE AMERICAN ARTISAN."

BENNETT AND NAPOLEON.

While few people would dare to insult "Pop" Bennett by comparing him to Napoleon, it might not be incongruous to suggest that Napoleon was so able a manager, so wondrous a director of forces, that his name is not unnaturally linked with that of Mr. Bennett. When the latter announced in a circular letter that he would be glad to lead the western forces over a special train to the next annual meeting of the National Hardware Association and the American Hardware Manufacturers' Association, approval was the universal verdict. The success of the undertaking was assured. As Napoleon could make of a disorganized, insubordinate, beraggled army the most powerful fighting machine that the world has ever seen, so could "Pop" Bennett make of a widely scattered, indifferent, and uncongenial crowd an enthusiastic force, eighty and perhaps a hundred strong, determined to have a good time and to pay anything for the privilege. Members and non-members signified their desire to occupy an allotted place in a train of five cars to leave Chicago Sunday, November 5th, at 11 a. m., for the capital of the country.

"Pop" Bennett announces that it will be the privilege of the members taking this special train to receive a personal welcome from the President of the United States. It is doubtful whether this proved a greater drawing card than the fact that "Pop" Bennett was master of ceremonies; but, side issue or main issue, it is a fact that no sooner will the special train have arrived in Washington than the party will be drawn hastily to the presidential mansion, where Teddy himself will grasp each horny hand.

Mr. Bennett will be glad to furnish additional information at his office, 40 Dearborn St., Chicago.

THE RETORT COURTEOUS.

TO THE AMERICAN ARTISAN:

We note by the Sept. 16 issue that our friend, Mr. E. W. Evenson of Spokane, has again faced the limelight of publicity. Purely for his own sake we regret the step. This time he has managed to blunder more deeply and variously even than when guessing at the contents of Mr. Sheldon's "package." He has also, to our painful surprise, shown a wish to debar all criticism of his own half-baked judgments.

Touching the latter point we believe it is your editor, and not Mr. Evenson, who alone has the right to say, "I think Mr. Sheldon has had free advertising enough." To push in this manner for a "snap" verdict, with one party shut out of court, is surely not the spirit of American fair play. We feel that THE AMERICAN ARTISAN will not deny us the space to refute any flimsy misstatements, from any quarter whatever, that it may print in regard to our school or its work.

Now as to the other blunders. Mr. Evenson admits that he wrote for the Sheldon school prospectus with a view "to increase his selling capacity 10 per cent." He seems to have had no thought of the self study and self development and the larger and better manhood to which our teachings also help. He states that in reply, to quote his exact words, "I was offered some twenty lectures on subjects kindred to salesmanship, together with some ten or more side-lights on the science." This is a gross error. It does not describe truly the Sheldon literature as offered to inquirers, which consists of twenty regular lessons "on the science" with numerous side-lights and lectures on auxiliary topics. There was never such an offer or statement of these text-books made to anybody, as Mr. Evenson claims. He failed even to read correctly the prospectus he applied for.

Nevertheless and with only this offer to start from he consults a business manager and then several business managers to reach the "logical" conclusion that one of the number had all of the science he needed. Not once did he seek for light from any graduate or student of the Sheldon school, nor has he since appealed to either of the six gentlemen in his own business, whose letters we laid before him. So poor is his sense of justice that he jumps to a conclusion on our enterprise merely on the say so of persons who know nothing about it.

The value of his judgment and his methods are next shown in this extraordinary paragraph:

> Mr. Sheldon has claimed that he can increase a salesman's selling capacity 10 per cent. This is going some. Let's see. One of these sales managers has about seventy men under him. Taking an average sales of $50,000 per year for each (which is low enough), their aggregate sales would be the neat sum of $3,500,000 per year. If Mr. Sheldon could increase this 10 per cent he would have made the comfortable sum of $350,000 per year for that house. Do you think he can do it?

Mark this brilliant exploit in arithmetic. Mr. Evenson takes the 10 per cent increase of sales for a 10 per cent profit on the total sales of the house. Such a wild confusion of ideas surely displays the need for a little scientific training. The youngest student in the Sheldon School knows that the figure of his sales and the figures of the profits on them are two different quantities.

On the whole Mr. Evenson's position is confessedly weak—very, very weak. He has never read one of the Sheldon School lessons. He has never read one of the side-lights or lectures. He has seen none of its literature but an old prospectus which is muddled in his memory. He has not applied to one of its students or graduates. He has not even referred to those whose names and addresses we gave him. And yet he rushes into print to tell the business world what he thinks about our teachings. The complete lack of prudence as well as of honorable courtesy shown in this proceeding is the best possible evidence that he sorely needs our science.

But he says in regard to his selling capacity: "I am some day going to give Mr. Sheldon a chance." We sincerely hope he may. He cannot join the Sheldon School one hour too soon. He will gain very much more from it than the increase in his sales. He will also learn how to improve his judgment, how to weigh his expressions, how to respect the interests and feelings of others, and above all how to be

so careful of truth and equity as never to voice a conclusion on any man's enterprise unless it is based on trustworthy knowledge. These things might be worth more to him even than 50 per cent increase in selling capacity.

To prepare the way for his conversion we now furnish Mr. Evenson with one more letter from a successful manager in his own line of business. Just read this testimony on the Sheldon teachings from Mr. W. F. Tuttle, the representative of the Rock Island Implement Co. of Kansas City, Mo.:

Kansas City, Mo., Sept. 8, 1905.

The Sheldon School, Chicago, Ill.

Dear Sirs: After having taken your course quite thoroughly I feel qualified to say that it is a most excellent system.

It cannot but benefit anyone who will read it thoughtfully, studiously and with an open mind free to absorb and accept the principles it teaches.

As an analytical treatise of the science and art of salesmanship it is, in my judgment, unsurpassed.

It has made clear to me the laws, truths and principles which enter into every sale's transaction in a highly satisfactory manner. It reduces the art of salesmanship to an orderly, methodical and scientific system such as is certainly needful in every business institution.

It teaches the would-be salesman how to develop those potentialities which are latent in him and which he often does not realize he possesses.

The knowledge it brings to a man of what he is and what he should and may be is truly remarkable.

To the old hand at the business, be he salesman, department head, general manager or proprietor, it opens up new thought channels, the following of which will make his business easier, pleasanter and more profitable. To the tyro or beginner it is the "whole thing." It leaves no room for doubt as to his course if he would be a successful salesman in all that the term implies. It makes easy for him at the outset the art which it takes most of us long years of experience and hardship to attain.

It is exactly the sort of thing that has long been needed in the business world.

I may be overenthusiastic and my communication may seem to have a flavor of exaggeration, but I speak with the sincerity which comes only from conviction.

Congratulating you upon the continued success which I feel sure is in store for you, I am.

Very truly yours,
W. F. TUTTLE,
Mgr. for Rock Island Imp. Co.

This letter of Mr. Tuttle will show that the science of the Sheldon School can prove of immense value to those who take up its study in a candid and honorable spirit. It can only fail of its purpose for a student who is already afflicted with the disease of "know-it-all-itis," an ailment to which we hope and trust our good friend, Mr. Evenson, will never fall a victim.

Respectfully,
THE SHELDON SCHOOL.

ENTERPRISE.

Secretary E. W. Evenson of the Inland Empire Implement and Hardware Dealers' Association is sending the following letter to the procrastinating hardware dealers in the great Inland Empire:

The articles of incorporation for the Washington Hardware and Implement Dealers' Mutual Fire Insurance Association, for such will be its name, are now being sent to the ten different incorporators for their signatures, and as soon as they return to this office they will be forwarded to Olympia, where they will be filed. We will then be given a charter permitting to engage in the business of insuring stocks of our members, their dwellings and household goods. We will also be permitted to write insurance for members of any other similar associations. We have heard favorably from nearly all our members, but there are a few who have not been heard from, and to these we would say send in a subscription for a policy with us. We want you to make this a success from the start. We have enough insurance already subscribed to make a very good start, but the more we get the less will be our expense ratio, and hence the greater our success. For example, if every implement or hardware dealer in the Inland Empire will take the limit of $3,000 we would have about $900,000 of insurance in force. As there are about 300 dealers in the Inland Empire, to say nothing of those on the coast, this would make us absolutely safe. Estimating the average premium at 3 per cent we would receive for premiums $27,000 the first year. Twenty-seven thousand dollars will pay for our share of all the hardware and implement losses that have occurred in this territory for the past six years, as there have been but nine. The figures of a recent year show that the insurance companies collected from the people of this country about $140,000,000 and paid back losses of about $95,000,000, keeping more for expense and profit in proportion to service rendered than any business we know of. The fire loss over our entire country or state might be very great, and the companies show a poor profit, and still particular industries like our own may be paying a great deal more than its proper share, and small profits by insurance companies be misleading as concerns a particular class of risks such as our own, which are admitted by insurance companies to be only second or third as regards losses.

Fire insurance is simply a question of average. The policy holders pay the losses; they also pay a very large expense account.

The average expense of insurance companies is 41 per cent of the premiums. We should be able to handle our own business for half of this. There will be additional expenses the first year for printing, attorney fee, incorporating, office supplies, etc. This additional expense will not amount to over 2 per cent or 3 per cent.

It depends upon the number of subscribers we have and the amount of insurance subscribed by each to regulate the amount of our earnings. We therefore urge you to take a policy with us for the full amount of $3,000 and while helping us, you will also be helping yourself. We admit that your local insurance agent is entitled to a share of your business, but would he buy of you if you charged him from 25 to 35 per cent more for your goods than your competitor?

Remember this: There has never been a hardware mutual that has failed to pay their losses. There has never been one that has ever made an assessment. They have been operating successfully for the past ten years. We can operate as successfully as others. If you have not already subscribed, please do so at once. Our success lies with YOU. Please do your share.

Next annual meeting at Spokane Jan. 10 to 12, 1906.

RETAIL HARDWARE DOINGS.

NEW FIRMS.

Duluth, Minn.—The Pease Hdw. Co.

Fort Worth, Texas.—The Alston-Gowdey Hdw. Co.; capital stock, $10,000.

Abilene, Texas.—The Ed. S. Hughes Co.; capital stock, $200,000.

Lynchburg, Va.—Perrow-Evans Hdw. Co.; capital stock, maximum, $75,000; minimum, $35,000. Incorporators, H. M. Perrow, D. S. Evans and C. M. Perrow.

Hutchinson, Minn.—L. E. Peterson.

Hope, Ind.—Hope Hdw. Co.; capital stock, $10,000. Directors, Geo. C. Miller, R. H. Martin and I. W. Swan.

New Orleans, La.—The Goodin Bros. Co.

Norfolk, Va.—The Norfolk Hdw. Co.; capital stock, $5,000.

Mammoth Spring, Ark.—The Mammoth Spring Hdw. Co., capital stock, $25,000. Incorporators, B. F. Elder, W. B. Pace and T. H. Morris.

Manistee, Mich.—The Wolters-Batey Hdw. Co.

BUSINESS CHANGES.

Washington, Ia.—T. J. Brus succeeds Mann & Lemley.

Brunswick, Mo.—W. P. Curran succeeds Curran & Manzey.

Parkville, Mo.—A. M. Maderia succeeds Ernest Zeitz.

Verdigris, Neb.—Dozbaba & Studney succeed Ruda & Dozbaba.

Pilger, Neb.—W. J. Patterson succeeds A. A. Antles & Co.

Conpell, Wash.—R. J. & H. C. Porak moved from Plasa to Connell.

Ferndale, Wash.—Kaas & Hoverson succeed P. E. Wallin.

Stockton, Kas.—Hebrew & Bonebrake moved from Haddam to Stockton.

Cawker City, Kas.—John Domino succeeds the Cawker City Hdw. Co.

Tindall, Mo.—J. B. Speck succeeds Thomas Tracey.

Berlin, Iowa.—Wilson & Son succeed Geo. S. Wilson.

Morris, I. T.—Morris Hdw. Co. succeed Gordon & Meeks.

Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

There are said to be two or three countries in the world where the æsthetic taste is so slightly developed that the fatter the woman the more beautiful she is considered. However strange this fact may seem at first blush, it is entirely logical. Civilized people believe that small feet and small hands in women surely and perhaps in men are desirable attributes. They are considered desirable because they indicate that the possessor has had neither to toil nor to plod during his lifetime and that his ancestors shared the same blissful ease. In the countries in which the fat woman

The profit you make is not the whole of the satisfaction you get from selling a "NEW DEPARTURE." A good deal of satisfaction results from the further orders you secure from the friends of the first buyer; and also from the knowledge that you have sold the best of its kind in the

NEW DEPARTURE COASTER HUB

READ WHAT THE TRADE SAYS.—

Appleby, June 20th, 1905.—"Have fixed about 30 'New Departures' this season, and never had a complaint.—W. ATKINSON."

Bury Road, Tottington, June 9th, 1905.—"I have fitted 5 hubs this week, and altogether this season have fitted 27.—E. E. FENTERNER."

Coleshall, 5th June, 1905.—"With reference to your letter of this morning re Mr. A. T. Nicholls, Victoria's etc. Coleshall. Mr. Nicholls has been a customer of mine for some time, and I have already fitted a 'New Departure' to his cycle. I take this opportunity of thanking you for your business method in this manner." "I wish all the trade would do the same.—E. G. WEBBER."

Let us send you sixty 1905 "New Departures" fitted with your name and address on their tubes, and other advertising matter—FREE. It makes sale.

BROWN BROTHERS, LIMITED,
22-30, GREAT EASTERN STREET, LONDON, E.C.

Telegrams: "BRAKE London." Telephone: "Bishopsgate, London."

249-253, DEANSGATE, MANCHESTER. Also at PARIS.

is considered a pippin, the people realize that hard work is apt, if carried to excess, to reduce a man to skin and bones. Plenty of surplus weight is said to indicate surplus wealth. While things may be perfectly right and proper in this country, they are not right and proper in other countries, and our own ways may be considered just as ridiculous as we regard the peculiarities of others.

Whether or not the English regard our advertisements as models of poor taste is a question. There is no question, however, but what we are apt to consider that English advertisement compositors are ineligible for positions in the smallest and most Godforsaken rural printing offices. An ideal English advertisement—ideal from our standpoint—is shown in the accompanying illustration. There are many thousands of different publications printed in this country, but it would take twelve men and as many horses and at least two dozen pairs of spectacles to find one advertisement in an American publication that compares with this one in matter of enormity. For illegibility, ugliness and ignorance this advertisement is three laps and a fourth ahead of any other advertisement that has ever reached our desk.

Looking at the matter somewhat more in detail and yet not attempting to indicate the obvious defects, it might be well to point out that the type at the top of the greatly reduced advertisement, shown in the accompanying illustration, is too large to read comfortably, while the testimonial letters at the bottom are set in too small type. We have racked our brain to discover the raison d'etre for the two little squares on either side of the largest line of the advertisement. If this advertisement were strictly after the English ideal there would be a couple of diagonal lines running through the middle, a double ruled border around the outside and an irregular line of demarkation enclosing the first paragraph. It is probable that each one of the testimonials would likewise be enclosed in a little garden of rules. We congratulate the advertiser upon having omitted all of the rules except those around the cut and on either side of the middle.

While the reading matter of English advertisements is on the whole fairly good, nothing could be farther from our American ideals than their method of setting up type and arranging the other features about the display. As a general rule we feel that the hardware retailer would be eminently justified in having his advertisement arranged just as differently as possible from the one of Brown Bros., Ltd.

Lea Fildey & Co., of Long Point, Ill., are not in the hardware business, but their advertisements, drawn up to meet catalogue house competition, may perhaps be compatible with the purpose of these columns. Some of the prices offered by this company are not so low as those offered by the catalogue houses, but it

Stop! Investigate.

When you are in need of anything in the line of general merchandise, before sending your order to the Mail Order Houses, such as Montgomery Ward, Sears Roebuck, Jno M. Smythe, etc., investigate home prices and see how they compare with the Mail Order Houses price. For your benefit we list a few items below, prices taken from the Mail Order House Catalogue and compared with our prices on same quality of goods.

Mail Order House.		Our Price	
XXXX Coffee	14c		15c
Arbuckles Coffee	14c		15c
Yeast Foam	4c		5c
Can White Cherries, fancy	25c		25c
Lemon Cling Pchs, fancy	30c		25c
Crawford Pchs, fancy	29c		25c
Pears, finest pack	29c		25c
Strawberries	16c		10c
Boston Baked Beans	11c		10c
Stringless Beans	15c		15c
Corn, fancy	12c	extra fancy	12c
Corn No. 2	9c		8c
E. J. Peas No 2	12c		10c
Marrow Fat, best quality	11c		10c
Pumpkin	8c		9c
Saur Kraut	8c		8c
Canned Lobster	35c		35c
Mackerel	18c		15c
Cove Oyster	9c		10c
Salmon Steaks	20c	for red	20c
Salmon, Alaska Pink	9c		10c
Mustard Sardines	10c		10c
Oil Sardines	6c		5c
Veal Loaf	17c		15c
Mince Meat	8c		8c
Dried Apricots	14c		12½c
100 pounds granulated sugar	$5.09		$5.95
Salid Oil	7c		8c
Cider Vinegar 40 gr	22c	40 gr	20c
Soda crackers N. H. C. by Bx	6½c		6½c
Soda Crackers best cy bx	9c		8½c
Kirks American Family Soap	5c		5c
Swifts Pride Laundry Soap	4c		3c
	$10.39½		$10.13½
Freight 16c @ 100	26c		
Draft and postage	12c		
	$10.77½		

There is a saving of 64c on a small order besides the trouble you are at and delay in getting goods here. There you pay before you get the goods. With us you examine goods and pay when you take them. When in need of anything in our line if you are not satisfied with the price we make you, bring your catalogue along and we will fill your order with same quality of goods and at same price your catalogue quotes and save you the freight and exchange. We carry a full line of Boots, Shoes, Hats, Dry Goods and Notions.

Lea Filbey & Co.,

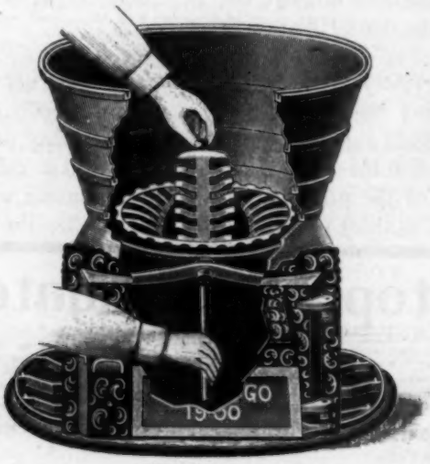
will be seen that a substantial difference is made in the aggregate. A campaign such as this is sure to disabuse the minds of consumers of the disillusion that because catalogue houses are large and buy directly in some cases from the manufacturers, they can offer special and greatly reduced prices.

Heating and Ventilating

THE ECLIPSE GRATE.

The accompanying illustration shows the well-known Eclipse grate. The main grate slopes toward the middle, so that cinders gradually work to the center when the grate is shaken. The dump center can be reversed, thereby freeing the fire from cinders without the use of a poker. It stands on three wheels and is easily moved from right to left. The entire grate and frame can be removed through the ashpit door in case repairs are needed.

This celebrated grate is supplied with all Tubular and Crescent furnaces. These furnaces are manu-



The Eclipse Grate.

factured by the Robinson Furnace Co., 107 Lake St., Chicago.

It will be noted in the illustration that the fire-pot is sectional with a gradual slope so that the ashes do not hang at the sides. This arrangement is said to allow the live coal to lie directly against the fire-pot, increasing the direct radiation. Each ring has a deep cup joint packed with kaolin, making a gas tight joint. The wide cup joints allow for expansion and contraction of the pot rings during the heating and cooling of the furnace.

GRATIFYING GROWTH.

The steady increase in popularity of steel furnaces has been paralleled by the growth in favor with which the Lennox Torrid Zone steel furnace, manufactured by the Lennox Furnace Co., of Marshalltown, Iowa, has been meeting. This company have just enlarged their plant and have provided a separate five-room building for office purposes. There is also a two-story warehouse almost two hundred feet long. The Lennox factory is of tremendous proportions in its present form and the most desirable innovations, both in the nature of machinery and shipping facilities, have been provided. Torrid Zone furnaces are now said to be popular in twenty-two states and throughout the Canadian Northwest.

This furnace is an all-steel heater with the cast iron parts of the fire pot wholly enclosed within a shell of heavy steel plates. It is riveted by hydraulic machinery like a steel boiler, and is said to be absolutely gas tight. It is claimed that by riveting in both heads the manufacturers have done away with packed joints. Packed joints, it is claimed, can readily be loosened and present other undesirable features. The large double feed doors are a great convenience and the hot blast feature is said to materially aid in increasing the combustive characteristics of the fire.

At the present time they are exhibiting a furnace recently taken out of a dwelling, which had been considered too large for the furnace. The furnace had been crowded beyond its capacity for eight years and unsatisfactory results would naturally have been expected. After eight years' service the furnace was taken out and its radiating surface pronounced to be in as good condition as the day the furnace left the factory. Because of the fact that the fire-pot can be removed in sections from the steel shell, the repairs to this particular furnace amounted, it is said, to less than eight dollars for the entire eight years.

"WHAT THE USERS SAY."

"What the Users Say" is the title of a one hundred and twenty-five page booklet gotten out by the Kelsey Heating Co., 337 West Fayette St., Syracuse, N. Y., with western agency in charge of the Cook & Van Evera Co., at 38-40 East Lake St., Chicago. As usual the Kelsey Heating Co. have done the thing up brown even to the extent of using that color as a printing ink. Numerous illustrations and strong testimonials are included in the pages. The illustrations show for the most part the residences which the Kelsey generator has successfully heated.

Judging from some of these testimonials it seems that the Kelsey Heating Co. were justified in claiming that the Kelsey generator is radically different from other hot air furnaces. In the Kelsey, warm air is used for the distribution of heat, but the construction makes it possible to heat rooms which ordinarily could not be reached satisfactorily with hot air. The warm air currents emerging from the flues are controlled by means of a positive cap attachment placed over the flue. By means of this cap attachment, for which the Kelsey is famous, the hot air is forced to distant or exposed rooms, producing, it is claimed, an even temperature in every part of the building. The Kelsey Heating Co. believe, and they are right in the belief, that testimonials speak louder than the most strongly worded description or the most reasonable *a priori* claims. They have accordingly compiled this booklet, which they will be pleased to send to dealers upon request. When writing, kindly add: "Saw it in THE AMERICAN ARTISAN."

JONES SYSTEM.

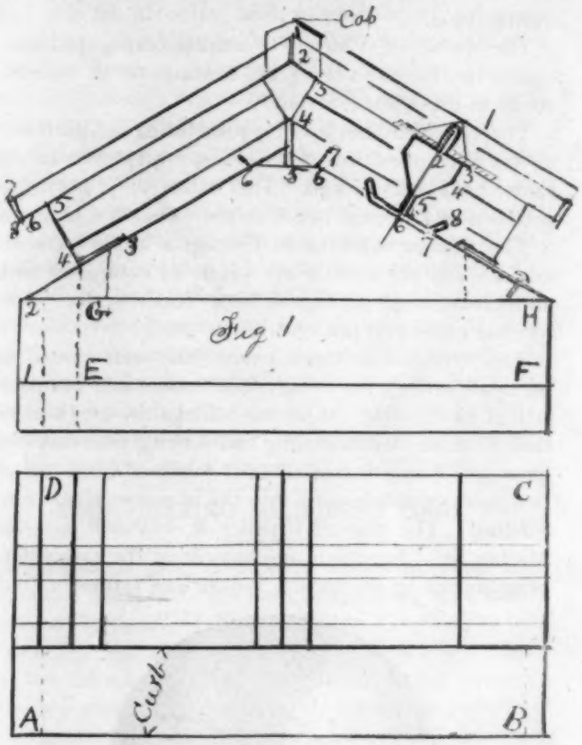
The United States Register Co., Ltd., of Battle Creek, Mich., announce that the Jones register is for sale by legitimate jobbers, but not by catalogue houses. These registers may be used with the Jones system of heating, for which the manufacturers will be pleased to furnish plans and specifications. This system of heating is widely popular wherever known, and has been used satisfactorily in a large number of instances.

Tinshop

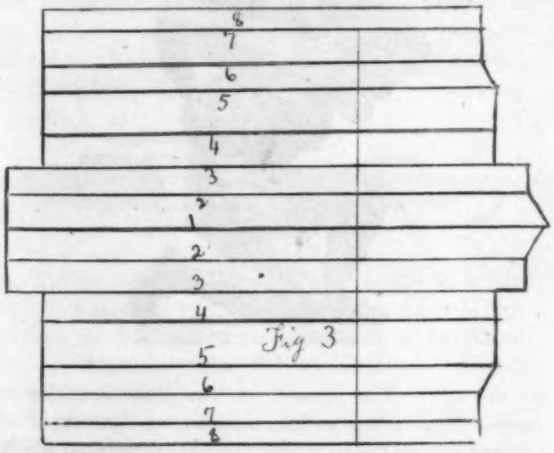
DOUBLE PITCH SKYLIGHT.

In reply to the request of R. L. Wilson & Co., of Peoria, Ill., we submit the following problem, showing how to obtain the patterns for a double pitch skylight.

Referring to the illustration, Fig. 1, a part of the

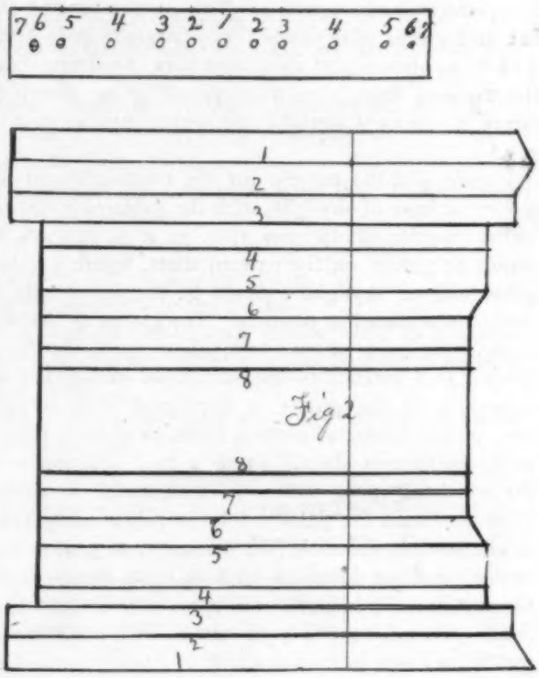


plan of the skylight is shown by A, B, C, D. The line AB is the width outside curb measure. The length of the skylight is indefinite. The elevation of the skylight is an angle of 30 degrees. The skylight bar in elevation is shown by 1, 2, 3, 4, 5, 6, 7, 8; the ridge

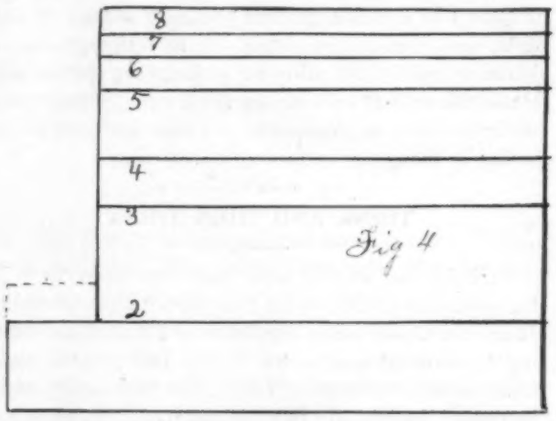


bar is drawn in center of elevation. The gutter on curb is shown by 1, 2, 3, 4, 5, 6, 7, 8. Every skylight bar has a condensation gutter, either single or double. The illustration shows you can bend the metal to form a double condensation gutter and join the bar at the top.

To obtain the pattern, space off the points of division as shown on the bar, by the figures 1, 2, 3, 4, 5, 6, 7, 8, on a pattern sheet, as shown in figure 2. That part of the gutter at base of skylight indicated by figures 4 and 5 is at right angles with pitch of skylight. The intersection of the bar with the gutter at 4-5 is developed in a straight line drawn perpendicular to the pattern lines, as shown by the straight line drawn from 3, crossing 4, 5, 6, 7, 8, continued to meet 3 in lower part of pattern sheet. The glass rest on



gutter at curb in indicated by figures 5, 6. Space off the distance, 5-6, on the pattern sheet, measuring from the straight line previously drawn from 3 to 3; draw a straight line joining 3 to 1 at upper and lower parts of pattern sheet. At upper part of the pattern



sheet an edge is allowed, to join the bar together at top.

To obtain the pattern of the intersection of the bar with ridge, proceed as follows: Draw a straight line on the pattern sheet perpendicular to the pattern lines, as shown in upper part of figure 2. Measure the distances from center line of skylight bar to the

points numbered on the ridge; space off those distances on the pattern sheet, measuring from the straight line. Each distance is to be spaced off on a line numbered similar. The lines joining 5 to 6 and 1 to 2 are inclined at an angle of 60 degrees. The lines joining the remainder of the points are perpendicular to the pattern lines.

Figure 3 shows a pattern for the same skylight-bar, having a single condensation gutter, the bar being joined together at the bottom. To obtain the pattern, space off the distances 1-2-3-4-5-6-7-8, as shown on the pattern sheet, figure 3. The intersection of the bar and gutter is developed in a straight line—from 3 to 8—as shown. At the center part of pattern sheet, the distance from 5 to 6 is spaced off as shown in figure 2. Draw a straight line joining figures 3, 2, 1, 2, 3.

Figure 4 is the pattern for the intersection of the gutter, at base of skylight, with the gable end. Space off the points of division 1, 2, 3, 4, 5, 6, 7, 8, as shown at gutter, on the pattern sheet, figure 4. The gable end of skylight extends to the inner side of curb, when placed in position. The gutter at base extends from inside of curb to inside of curb; the flange from 2 to 1 extends to the outside of curb. The intersection of the gutter is developed in a straight line, perpendicular to pattern lines, as shown, from 2 to 8, on pattern sheet. From 2 to 1 you space off the width of curb. Allow a small flange as shown. How to obtain the pattern for the ridge: The ridge in elevation is shown by the figures 1, 2, 3, 4, 5, 6, 7. Space off these distances on a strip, as shown in the illustration. The length of ridge is the distance from inside of curb to inside of curb. The condensation gutter on ridge is shown single.

The pattern for the gable end, figure 1, is found as follows: Bend the metal on the line 1F; the distance 1-2 is the width of curb; bend on line 2H. Cut out the shape from 2 to 4, 5, 6, 8, 7, allowing a small edge from 4 to 5 and 2 to 4, to connect with gutter at base of skylight. The height of the gable end is shown by the straight line joining 7 at base of skylight and 1 at top of ridge. A half skylight-bar is joined to gable end, allowing a flange on the outside, turned down and soldered on gable end. These gable skylights have a ventilator at each end, about six inches in diameter, extending above ridge.

THINK AND THEN THINK.

Probably no mortal who has ever been born to the pleasures of this world can vie with old Fernando Jones, the oldest living inhabitant of Chicago, in detailing accounts of how a city of over two million inhabitants arose from a small fort. The fact cannot easily be denied that no other city in the world has grown so rapidly as Chicago. Chicago, while recognized as a railroad center, is not recognized as the tremendous city that the last few years have developed. A recent issue of the New York Journal of Commerce reveals the fact that Chicago is pre-eminent in almost every industrial qualification. Moreover, it is pre-eminent despite the ignorance of this fact displayed by a vast majority of the people of this country and by its own inhabitants. The following figures give only a slight conception of the city's great commercial wealth.

The wholesale trade of Chicago during 1904 aggregated almost $1,500,000,000, an increase of 300 per cent in three years. The live stock sales footed up to $300,000,000 more. The value of the products manufactured within an area of thirty-eight miles square, including Chicago and the suburbs, makes a grand total of over $3,000,000,000 as the amount of business during 1904.

The value of Chicago's manufacturing products equals two-thirds of the gross earnings of all the railroads in the United States.

The capital invested in manufacturing in Pittsburg is less than one-third of the amount employed in the same lines in Chicago. The value of Pittsburg's products is less than one-fifth the value of Chicago's.

The reserve accounts in Chicago's banks have increased 168 per cent in six years, as compared with an increase of 38 per cent in New York's banks. Boston has gained 10 per cent in ten years.

This tremendous development has been caused in no small part by the energy, enthusiasm and perspicacity of its citizens. To no one belongs the credit more than to those manufacturing and jobbing interests who have so cleverly increased their business from one or two-room establishments into the immense plants now existing. The plan of Friedley & Voshardt, 194-202 Mather St., Chicago, is an example of the rare enterprise shown by the thrifty, industrious representatives

Atlas.

of the city. The growth of this plant into the immense distributing and manufacturing factory of the present day has been marvelous. Discouraged neither by fire, by commercial panic, by competitive conditions magnified by railroads, nor by the commercial development of other parts of the country, this concern has at the present time one of the most complete establishments in the country for the manufacture of corrugated iron, stamped ceilings, brick siding and ornamental architectural work. These four products are

made and sold extensively by this concern, and their facilities for manufacture are perhaps unequaled. The manufacture of electro plated ceiling is conducted by them on a broad scale, this process producing most pleasing results.

They are also qualified to produce different kinds of ornamental work upon order, especially bronze and copper statuary. A statue of Justice, blind-folded, ten feet in height, has recently been turned out. Likewise, one of Mercury, and a magnificent, colossal bronze statue for Algonac, Mich. The accompanying illustration shows a statue of Atlas, made of bronze, seven and one-half feet in height. This was sent to San Francisco, and will be displayed in a prominent building of that metropolis.

The case of Friedley & Voshardt is exemplified by a hundred other stores who have succeeded in greater or less proportion, but who, nevertheless, have aided wondrously in making Chicago the commercial city that it is to-day. While it has been argued that the city makes the citizens great, and that the city of Chicago itself is responsible for the startling growth of the large wholesale houses within its confines, it is sufficient to say that the citizens are everything, while the city of Chicago is in itself an intangible conception. The life and vitals of a city lie in its inhabitants.

SELF HEATING SOLDERING TOOL.

The accompanying illustration shows the Kaufman Automatic Blast Self-Heating gas soldering iron, manufactured by the A. G. Kaufman Mfg. Co., Inc., 24-26 Murray St., and 27 Park Place, New York City. This tool has been honored by two United States patents and other patents are pending. It eliminates the ordinary tinner's furnace, the tinner's blower and the firepot.

It consists of specially constructed double air blue burners. On one side of these burners is a handle, and on the other a copper point is attached adjustably. These burners generate a powerful automatic blue blast, which plays on the under side of the copper. It is said to bring the soldering point to the desired temperature in a few minutes and likewise to keep a steady heat throughout the day.

Single Torch.

A flexible tubing of any desired length is strung from the gas main to the handle. The flame is protected by an iron guard and the tool can be placed, by means of an adjustable rest, anywhere on the bench without danger of fire.

As advantages obtainable only by the use of this tool, the manufacturers claim that it regularly turns out more and better work in less time and at half the expense required by other tools. It is said to weigh little and to be ready for work on short notice. The small and steady blast is said to neither blacken nor burn the point. Constant retinning and refiling are thus unnecessary. Moreover, there is said to be no heat wasted and no odor in the shop. These tools can be used with machine, coal and natural gas.

The manufacturers will be pleased to furnish additional information upon request. When writing, kindly add: "Saw it in THE AMERICAN ARTISAN."

NOTES AND QUERIES.

IDEAL HAY CARRIER.

From Bradberry Bros., Hurley, S. D.

Who makes the Ideal hay carrier?

Ans.—J. E. Porter Co., Ottawa, Ill.

"T. & L. CO."

From Krebs Beebe, Oak Park, Ill.

What do the initials, "T. & L. Co.," on lanterns, signify?

Ans.—Tower & Lyon, 95 Chambers St., New York.

CHALLENGE HANGERS.

From O. W. Johnston, Marshall, Mo.

Who makes the Challenge barn door hanger, used with a wooden track?

Can any of our readers answer this question?

DUMMY CLOCKS.

From "Interested," Cleveland, Ohio.

Why are all the dummy clocks, used to advertise jewelry stores, etc., fixed at about seventeen minutes past eight?

Ans.—This is the time at which Abraham Lincoln breathed his last.

STEAM AND COMBINATION BOILERS.

From Schwarzhaupt, Spieker & Co., 25 Hohenstaufenstrasse, Frankfurt, A. M., Germany.

Where can we obtain in America boilers for heating with steam and combination steam and hot air?

Ans.—Hart & Crouse Co., Utica, N. Y.; Boynton Furnace Co., New York city; Craig-Reynolds Fdy. Co., Dayton, Ohio; L. J. Mueller Furnace Co., Milwaukee, Wis.; Monroe Fdy. & Furnace Co., Monroe, Mich.; American Radiator Co., Chicago; Kellogg-Mackay-Cameron Co., Chicago.

CORRUGATED RODS.

From C. R. Hunt, Oxford, Mich.

Where can we buy galvanized corrugated rods suitable for reinforcement to cement posts?

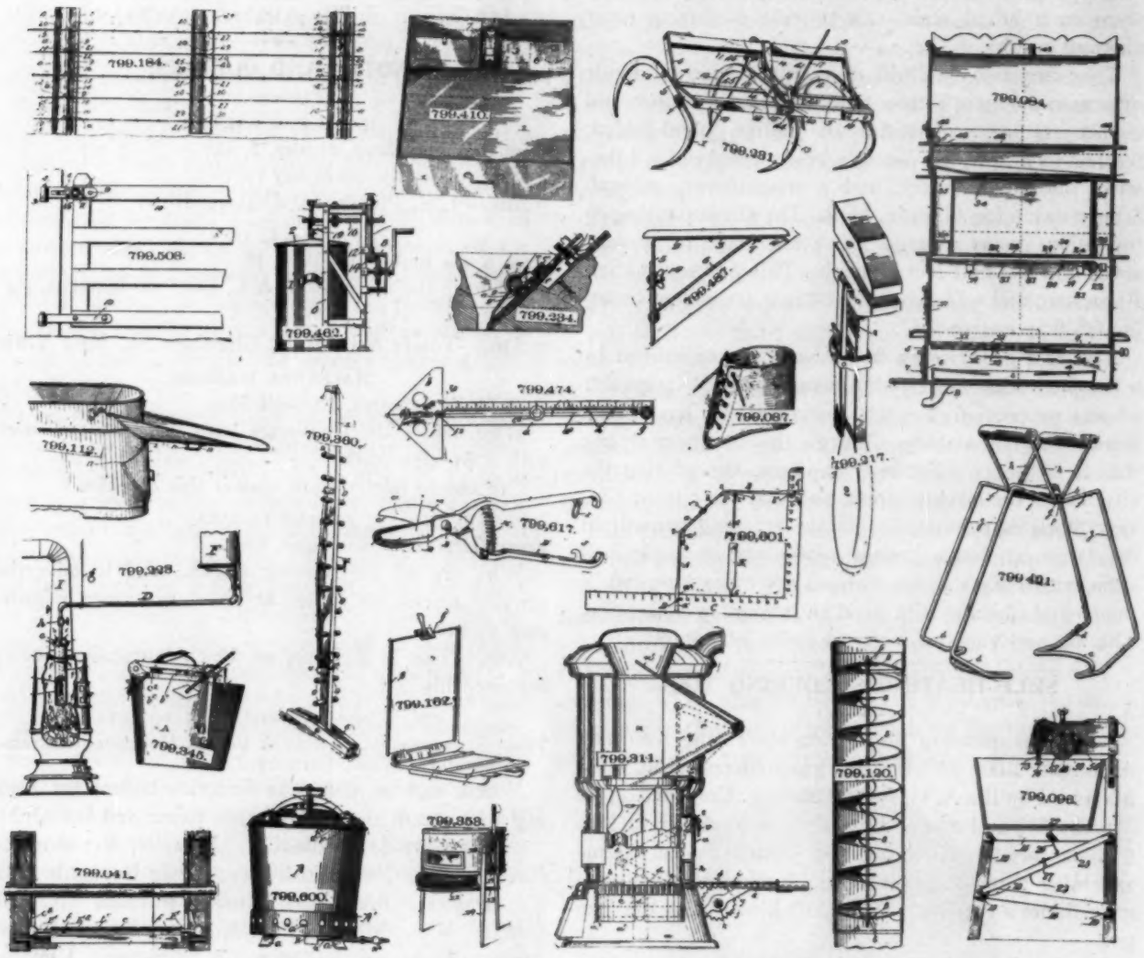
Ans.—North-Western Expanded Metal Co., Old Colony Bldg., Chicago; Majestic Wire Fence Co., Detroit, Mich.; W. H. Wight & Co., New York city; Junion Steel Screen Co., Jackson, Mich.

ITEMS.

D. W. Pritchard, general manager of the Tiffin Art Metal Co., Tiffin, Ohio, announces that he has severed his connection with that concern.

The Duby & Shinn Mfg. Co., Inc., 19 Park Place, and 16 Murray St., New York City, explain the delay in supplying the trade with the larger sizes of their squares by the fact that they were unable to obtain in sufficient proportions the especially prepared steel used in the construction of their squares. It seems that the steel mills were overcrowded with orders at the time when the Duby & Shinn Mfg. Co. presented their requirements. The company have now completed a large number of all the different sizes of the square and announce that they are in a position to take on new orders and fill all back orders.

NEW PATENTS.



799,037—Recoil pad for guns. Arthur T. Duncan, Clinton, Mo.

799,041—Lawn mower. George W. Gage, Kenilworth, and Albert H. Kaehler, Chicago, Ill.

799,084—Combined heating and cooking stove. Lars C. Pederson, Milltown, Wis.

799,096—Washing machine. Arthur W. Smith, Bemidji, Minn.

799,112—Washboiler cover. Albert R. Thomas, Detroit, Mich.

799,120—Radiator. Bert A. Way, Grand Rapids, Mich.

799,162—Waffle iron. Paul A. Hörmann, Dresden-Mickten, Germany.

799,184—Fence. Jacob H. Pisor, Electric, Mont.

799,217—Wrench. William N. Bee, Pittsburg, Pa.

799,223—Liquid fuel burner. Thomas J. Colbert, Silver Lake, Ind.

799,231—Hay fork. Silas W. Gates, Bigtimber, Mont.

799,234—Carpenter's plane. John Jett, San Francisco, Cal.

799,311—Furnace and heater. William H. Drake, Hackettstown, N. J.

799,345—Mop wringer. Axel F. Lifvendahl, Chicago, Ill.

799,353—Incubator nest. John U. Moore, Morrow, Ohio.

799,360—Ladder. Andrew A. Smith, Paonia, Colo.

799,410—Refrigerator drip pan. Charles E. Smith, Morris Park, N. Y.

799,421—Cuspidor carrier. William B. Tscharner and Charles C. Looney, La Crosse, Wis.

799,462—Combined churn and ice cream freezer. Louie Franke, Herman Neb.

799,474—Carpenter's tool. John A. Larson and Carl A. Brage, Stamford, Conn.

799,503—Hinge. Solomon Tripp, Fort Madison, Iowa.

799,487—Shingling stool. James L. Neice, Port Ewen, N. Y.

799,600—Steam cooker. William F. Herdrich, Chicago, Ill., assignor of one-half to Elzeard Geoffroy Hetu, Chicago, Ill.

799,601—Leveling attachment to squares. John A. Hopewell, Arnprior, Canada, assignor to William Henry Harris and James Gilbert Geraldi, Glasgow Station, Ontario, Canada.

796,617—Fruit clipper. Emil P. Steffa, Pomona, Cal.

NO SEA-SICKNESS.

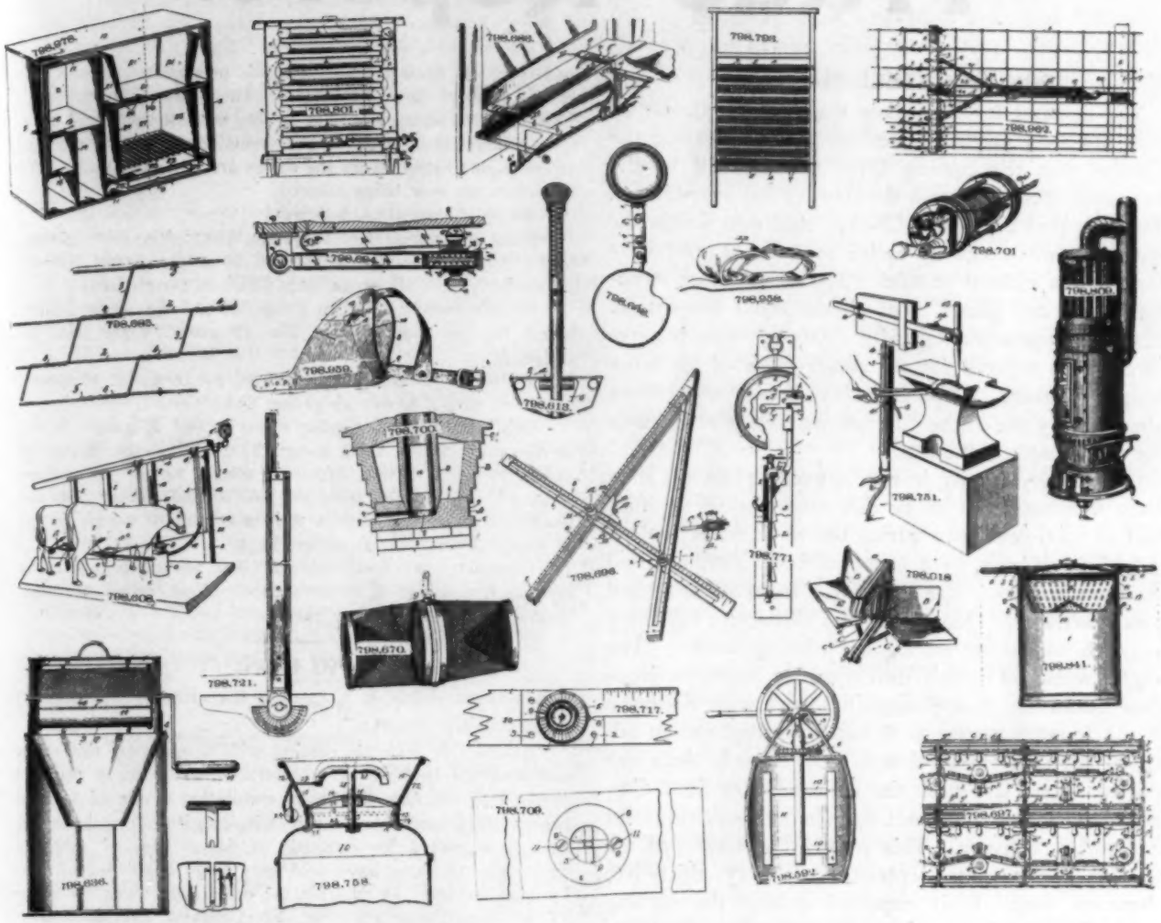
Your interesting article on the prevention of seasickness recalls to me a conversation I had with an old Indian Lake pilot, during a recent lecturing tour I made in Canada, says a correspondent of the London Daily Mail.

He claimed that if the sufferer were to seek, as near as possible, the center of the vessel, stand up facing the bow, and as they rose to the pitching take a deep breath and hold it until the bows dipped again—thus, as it were, timing the inspiration and expiration to the motion of the vessel—after ten minutes or so all feeling of sickness would pass away.

I and the party traveling with me from Boston to Liverpool by the Saxonia put this theory into practice with complete success, and calmly viewed the sufferings of less enlightened voyagers.

Subsequently, as a further test, while crossing on a very rough night from Newhaven to Dieppe, I recommended this simple remedy to an acquaintance of mine, a great traveler and a martyr to mal de mer, with the same result.

NEW PATENTS.



798,592—Churn. Joseph K. Beazell, Lacygne, Kans.

798,608—Milking apparatus. Joseph H. Hoover, Waterloo, Iowa, assignor to the Sanitary Cow Milking Company, Minneapolis, Minn.

798,613—Egg beater. Wallace R. Marie, Brighton, Mass.

798,636—Ash sifter. Eugene W. Stokien, New York, N. Y.

798,638—Door alarm. James Swan, Seymour, Conn.

798,670—Fish trap. Charles A. Gee, Cuba, N. Y., assignor of one-half to Michael C. Loftis, Cuba, N. Y.

798,683—Detachable shelf bracket. John Ketteman, Toledo, Ohio.

798,685—Wire fence. Thomas Litwiller, Tremont, Ill.

798,696—Measuring tool. Oscar Osmonson, Grand Forks, N. D.

798,694—Fastening for doors, windows, etc. James M. Newall, Seaforth, England.

798,697—Incubator. Frank C. Perkins, Buffalo, N. Y.

798,700—Chimney cap. Charles F. Prichard, New Britain, Conn.

798,701—Fishing reel. Francis J. Rabbeth, Redlands, Cal.

798,709—Spirit level. Charles G. Smith, Minneapolis, Minn.

798,717—Combination spirit level and carpenter's square. Charles G. Weatherly, San Francisco, Cal.

798,721—Rule. Lewis A. Wilson, Northeast Harbor, Me.

798,751—Tool Guide and Holder. Pearl E. Skillin, Dexter, Me.

798,758—Milk can cover lock and seal. Frank A. Ariens, Carroll, Iowa.

798,771—Time Damper Regulator. Anthony B. Ferdinand, Wauwatosa, Wis.

798,793—Washboard. Thomas J. Hubbard and William W. Hubbard, Lamoille, Ill.

798,801—Gas heater. Jacob Knoernschild, Milwaukee, Wis., assignor of one-half to George A. Parker, Milwaukee, Wis.; Edward A. Benson administrator of said George A. Parker, deceased.

798,809—Air heating drum. George E. Leonard, Sheridan, Wis.

798,818—Miter box. Allen B. Morris, Marshalltown, Iowa.

798,841—Sifter or screen. Isaiah H. Taylor, Philadelphia, Pa.

798,958—Corn husking implement. George W. Goss and Charles E. Goss, Baltimore, Ohio.

798,959—Corn husker. George W. Goss and Charles E. Goss, Baltimore, Ohio.

798,962—Wire fence stretching device. Jonathan Harris, Cleveland, Ohio.

798,978—Kitchen cabinet. Elizabeth Ramsey, Irwin, Pa.

HOW TO PAINT A CANVAS TOP.

Wet the top thoroughly, using a sponge filled with water and letting the canvas have all it will hold; then apply the paint. Two coats applied in this way will not strike through and will remain in good condition for years.—Ex.

HEAT LOST BY RADIATION.

The amount of heat lost by radiation from bare pipes containing steam at 100 pounds pressure has been estimated to be about equal to two tons of coal a year for each 10 square feet of pipe surface. It has also been found that 88 per cent of this loss can be saved by the best pipe covering.—Ex.

Trade Report.

IRON AND STEEL MARKETS.

The demand for immediate shipment on almost all iron and steel products goes far toward creating the opinion that the coming three months will be the busiest in these lines that the country has ever known. The fact that the South Chicago mill sold within the space of two weeks its entire product of steel rails for 1906 is without parallel. The demand for structural steel and plates is of almost equal proportion. Material approximating fifty thousand tons has recently been ordered for the construction of ten large freight steamers. Reports such as these coming from almost every one of the different markets give grounds for the greatest optimism.

One inquiry for pig iron to aggregate not less than sixty thousand tons to be delivered during the first half of 1906 developed during the week under review. All kinds of iron were included, both Northern and Southern grades. The lots range from ten thousand tons downward. Most of it was closed up, but there is much to bid on during the coming week. The slight weekness which developed in Southern irons two weeks ago has disappeared, and with Southern No. 2 foundry strong at $12.00, Birmingham, an advance of from twenty-five to fifty cents is daily expected. Late last week the United States Steel Corporation closed a contract for ten thousand tons for September delivery. This makes the total ordered by this concern for September delivery thirty-five thousand tons. It is expected during the coming week that the corporation will strengthen the Pittsburgh market still further by ordering a similar if not greater tonnage for delivery during October. Pig iron is strong at the present time in all sections of the country. There is a heavy buying in all grades with Lake Superior charcoal a trifle in the lead. The price of ferro manganese is also advancing.

An advance of $2.00 a ton was made in hoops on September 15th. Jobbers' prices remain unchanged, but the continuation of the old schedule is probably only temporary. The advance by the mills was well warranted and was followed by a brisk buying for 1906 delivery. The demand for iron and steel bars continues without interruption, and there is no prospect of any dullness in this market for many months to come.

The tin plate market is quiet and a lowering of prices of from twenty to twenty-five cents per one hundred pounds would be expected were it not for the recent increase in the price of sheet bars. It is said that the tin plate makers have contracted for their supply at $26.00 a ton. This price would naturally call for an advance in the price of tin plates. At the present time the official schedule remains at $3.55 per box of 14x20, 100 lbs., f. o. b. mill.

SHEETS.

John McVoy & Co., Chicago, report:

The market conditions are somewhat better than our last report. The independent mills have advanced their prices approximately $2.00 per ton, which is necessitated by the advance on sheet bars and spelter. The mills are pretty well filled up with business, and it is very evident there will be a further advance in prices in the immediate future. On shipments from Chicago stock the prices are stiffening up as better prices are now being secured.

We quote prices as follows:

Black sheet steel No. 16 gauge, $2.45; No. 18-20 gauge, $2.50; No. 22-24 gauge, $2.55; No. 26 gauge, $2.60; No. 27 gauge, $2.65; No. 28 gauge, $2.75; No. 29 gauge, $2.95.

Wood's smooth, No. 20 gauge, $2.90; No. 22-24 gauge, $2.96; No. 26 gauge, $3.00; No. 27 gauge, $3.05; No. 28 gauge, $3.15.

Wellsville polished sheet steel, 24 gauge, $4.85; 26 gauge, $4.95; 27 gauge, $5.05; 28 gauge, $5.15.

Galvanized sheets, regular sizes, 14 and 16 gauge, $2.80; 18-20 gauge, $2.05; 22-24 gauge, $3.10; 26 gauge, $2.30; 27 gauge, $3.50; 28 gauge, $3.70; 29 gauge, $4.00; 30 gauge, $4.50. Thirty-six-inch wide on No. 20 and lighter, 20c per 100-lb advance. On 48-inch wide material, 16 gauge, $3.60; 18 gauge, $3.90; No. 20 gauge, $4.55.

Corrugated, 2½-inch, painted, No. 28 gauge, $2.15 a square. Galvanized, $3.25 per square. Sheet copper, 21c base. Solder, warranted 50-50 at 20c lb.

PIG IRON.

Matthew Addy & Co., iron merchants, will say in their weekly report:

Business is certainly coming with a rush, for this week has seen the booking of an extraordinarily heavy tonnage of pig iron. In fact, the buying movement is one of unusual extent. It is probable that in Cincinnati this week orders have been placed for upwards of 60,000 tons of southern iron. The furnaces have sold very large quantities of iron for pipe making. In addition the mills have taken up about all the Grey Forge available. Steel makers have been buying Basic freely. The sales of foundry iron have been remarkable, and have covered every grade. Consumers not only realize the present good times, but have a keen sense of the fact that the future is bound to be active and prosperous, for they are trying to buy for just as far ahead deliveries as can be secured. Probably some little iron has been bought for shipment over the first half of 1906, but the tonnage for this long delivery is inconsiderable, as very few sellers are willing to go beyond the end of March next year. Business has all been done on the basis of $12.00 Birmingham for No. 2 foundry, but without any doubt before the next week's report is written the price will have advanced, as there are indications that about all the $12.00 iron that the furnaces are willing to sell has been already taken. In a word, the week has been one of exceedingly heavy tonnage at prices that are profitable to the seller and fair to the buyer. The furnace order books have now been so filled that the whole situation is entirely changed, and the market for the balance of the year at least will be entirely in the hands of the seller.

Coke has been moving in heavy volume, and buyers are evidently attempting to stock up, fearing that when the bad weather comes there will be the usual railroad congestions, stoppages, shortage of cars, etc., etc.

Rogers, Brown & Co., iron merchants, will say in their weekly report:

The active condition of the pig iron market continues. Prices in all districts are stronger than a week ago, and with the large number of inquiries received and good amount of business done, they will doubtless register a further advance before long. There is a strong demand for spot iron and some grades are difficult to get, noticeably grey forge. There is a scarcity of softer grades in the South, and numbers one and two are hard to get for quick shipment. There is an in-

creasing pressure on the part of buyers to close for business running through first quarter and first half of 1906, and many furnaces are still refusing to name figures for these deliveries. The presence of a number of inquiries for large lots has strengthened the market, and the tonnage sold during the week is of such size as warrants the optimistic feeling which the furnacemen have. Bessemer pig iron is on the rise, and anticipated purchasers are making it very firm. The needs of the Steel Corporation, it is stated, will require between 40,000 and 50,000 tons of pig iron for delivery during the balance of the year. The next purchase will probably be made in October.

Lake Superior charcoal iron has registered two advances within the week, and this is in line with the feeling generally. Consumption seems to be again creeping up on production, as August showed a sharp decrease in stocks on hand; $12.00 Birmingham and $14.50 Ohio furnaces for No. 2 are being strictly observed.

It is a certainty that the railroad companies all over the country are taxed to the utmost to carry freight, and this fall an unusual blockade is expected. The enormous crops must be moved and manufacturers in all lines report gradual getting behind on their orders. The business in finished material of a heavy order is increasing every day; all classes of manufacturers reporting unparalleled business activity.

Even with the activity in iron, coke has supplanted it in interest during the past few days. There has been an advance all along the line, and figures are being changed almost daily. With the approach of winter, the undoubted severe car shortage, and a not too great production, it is evident that coke prices will rule higher. This is the tendency to-day, and has been for a week past.

COPPER.

The copper market presents a listless aspect, consumers being loath to buy and sellers being loath to sell at present schedules. New York Metal Exchange reduced its official quotations yesterday on all grades by one-eighth cent per pound. New figures on electrolytic and Lake grades are from 16 to 16⅜ cents. Casting grades vary from between 15¾ and 16⅛c. These are for spot deliveries. Moderate lots of electrolytic have been offered for October, November and December deliveries at 16c per pound. This price is not general, however. Shipments from New York and Baltimore during the first nineteen days of the present month aggregated 11,790 tons.

The great fluctuations in the price of copper were caused first of all by the realization on the part of foreign markets that an extraordinary amount of our copper had gone to fill legitimate demands. This realization was participated in by local consumers. A rush was made to cover for future requirements and prices soared. At this time the rumor was circulated that large accumulations were being held in China. Prices again fell and are now at approximately their former level, although the rumor has been absolutely disproved.

CHICAGO HARDWARE MARKET.

No sign of weakness is to be discovered in any of the staple hardware articles. There are rumors of advances in many lines, but with the exception of the wire advances announced last week a marked quiet has prevailed. It is said that several lines of builders' hardware will be advanced in the very near future, notably scrap and T hinges. The threatened advance in black and galvanized sheets has not materialized, and it would seem that the present condition of the wholesale market would not justify any advance to retailers. Fall agricultural implements, such as corn huskers, are in marked demand. It seems that there will be a greater consumption of these products than prevailed last year. Retailers are buying ahead more than usual and orders for delivery during January and February are not unusual.

The building boom shows no signs of discontinuation. Chicago shows a gain of eighty per cent over 1904 for the month of August. The percentage of increase in New York approximates one hundred and fifty-two. Louisville shows a gain of one hundred and ninety-nine per cent and Indianapolis one hundred and thirty-one. New Orleans heads the list with a gain of two hundred and forty per cent. Memphis, Milwaukee, San Francisco and Allegheny are the only large cities that show a decrease. It will be noted that the largest gains are in the largest cities. The enormous increase in the amount of building calls for an enormous increase in the supply of builders' hardware. Manufacturers of builders' hardware are beginning to find it impossible to supply the demand. It is reported that many buildings throughout the West cannot be supplied with this material, and that the work on these structures has practically ceased. The East seems to be well supplied.

In view of the magnificent American crops, it is gratifying to learn from an official report given out by the government of Russia that that country will have a deficiency of almost nine hundred million bushels of all kinds of grain. Almost two hundred million bushels of wheat will be required, about three hundred and fifty million bushels of rye and almost three hundred million bushels of oats. Russia will also require a heavy amount of barley and other cereals. This demand will, of course, force American prices up, and American farmers will be enabled to sell at favorable prices.

Prices on stoves in all sections of the country are holding firmly. The threatened destruction of the corn in the Northern Central parts of the country made the outlook gloomy during the early months of summer. Grounds for pessimism were disproved by later developments, and there is a rush to cover for fall requirements on the part of the doubting Thomases who failed to provide for their needs earlier in the season. The medium-priced stoves and ranges seem to be in demand. Almost all sections of the West and as far East as the Alleghenies favor the good stove or the good range without any unnecessary amount of nickel plating and other fancy trimming, as opposed to either the very cheap or the very expensive grades. The demand for base burners is a trifle better than a year ago, but not so much so as will make any appreciable difference in the number to be produced by foundries.

Failures reported in the Chicago district for the week ending September 16th number eighteen, as against nineteen during the week previous and thirty-five a year ago. Business failures in the United States for the week ending September 14th number one hundred and eighty-eight, as against one hundred and thirty-seven of the week before and one hundred and sixty-seven during the corresponding week of 1904.

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

		Per Box
IC	14x14	$10 50
IC	14x20	7 15
IX	14x20	8 40
IXX	14x20	9 60
IXXX	14x20	11 85
IXXXX	14x20	13 10
IC	20x28	14 50
IX	20x28	16 50
IXX	20x28	18 95
IXXX	20x28	21 35
IXXXX	20x28	23 75

COKE PLATES.

Cokes, 180 lbs	IC	20x28	$9 00
Cokes, 200 lbs	IC	20x28	9 35
Cokes, 216 lbs	IC	20x28	9 75
Cokes, 216 lbs	IX	20x28	11 70

PIG IRON.

Lake Sup. Charcoal	$16 50@$17 00
North'n Coke Fdy., No. 1	16 75@ 17 00
North'n Coke Fdy., No. 2	16 25@ 16 75
North'n Coke Fdy., No. 3	15 75@ 16 25
Northern Scotch, No. 1.	17 25@ 17 50
Ohio Strong Softeners, No. 1	17 05@ 17 30
Ohio Strong Softeners, No. 2	16 55@ 16 80
Southern Silvery, 4 to 6 per cent Silicon.	16 65@ 17 65
Southern Coke, No. 1	15 90@ 16 15
Southern Coke, No. 2	15 40@ 15 65
Southern Coke, No. 3	14 65@ 15 15
Southern Coke, No. 4	14 40@ 14 90
Southern Coke, No. 1, Soft	15 90@ 16 15
Southern Coke, No. 2, Soft	15 40@ 15 65
Southern Gray Forge	14 15@ 14 65
Southern Mottled and White	13 90@ 14 40
Malleable Bessemer	16 50@ 16 75
Jackson Co. & Ky. Silvery 8% Silicon	19 30
Jackson Co. & Ky. Silvery 10% Silicon	20 30
Alabama Basic	13 65

BLACK SHEET STEEL.

No. 16	per 100 lbs.	$2 55
No. 18-20	per 100 lbs.	2 60
No. 22-24	per 100 lbs.	2 65
No. 25-26	per 100 lbs.	2 70
No. 27	per 100 lbs.	2 75
No. 28	per 100 lbs.	2 85
No. 29	per 100 lbs.	3 05

POLISHED SHEET STEEL.

No. 24	per 100 lbs.	$4 60
No. 26	per 100 lbs.	4 70
No. 27	per 100 lbs.	4 80
No. 28	per 100 lbs.	4 90

SMOOTH STEEL.

Wood's Smooth,	No. 20	$2 90
" "	No. 22-24	2 95
" "	No. 25-26	3 00
" "	No. 27	3 05
" "	No. 28	3 15

PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel. ....."A" $10 20, "B" $9 20

Dickey Planished Sheet Steel....8½c

GALVANIZED IRON.

Regular Sizes.

No. 16, per 100 lbs	$3 20
Nos. 18 & 20, per 100 lbs	3 35
Nos. 22 & 24, per 100 lbs	3 50
No. 26, per 100 lbs	3 70
No. 27, per 100 lbs	3 90
No. 28, per 100 lbs	4 10
No. 30, per 100 lbs	5 00
Nos. 22 & 24 x 36 in., per 100 lbs	3 70
No. 26 x 36 in., per 100 lbs	3 90
No. 27 x 36 in., per 100 lbs	4 10
No. 28 x 36 in., per 100 lbs	4 30

SOLDER.

XXX Guaranteed ½ & ½	per lb. 20½c
Commercial ½ & ½	per lb. 19c
No. 1 Plumbers	17½c

SHEET ZINC

600 lb. Casks	case, per cwt.	$7 90
300 lb. Casks	per cwt.	7 95
Sheets	per cwt.	7 70

COPPER.

Copper.....base, 21c

TIN PIGS AND BARS.

Banca, pigs, per lb	35@35½c
Straits, pigs, per lb	35c
Straits in bars, per lb	37c

LEAD.

American Pig	$4 60@$4 62½
Bar	6½c
National (White) brands (in less than 100 lb. lots), per lb	7½c

Sheet.

Full coils	per 100 lbs. $7 00
Cut coils	per 100 lbs. 7 25

HARDWARE.

ADZES.

Carpenters'.

Ajax	35&15%
Blood's	40&2½%

Coopers'.

Barton's	20%
White's	15%

Ship.

Ajax	33⅓%
Blood's	37½%
White's	12½%

AMMUNITION.

Caps, Percussion—per 1,000.

F. L. Waterproof, 1-10s	40c
G. D.	35c
Eley's	52c

Cartridges.

Peters Rim Fire Ctgs	50&3%
Peters Cent Fire, Pistol and Rifle	25&3%
Peters Cent Fire, Military and Sporting Ctgs	15&8%
Peters Blank Ctgs. 22 cal.	$1 24
Peters Blank Ctgs. 32 cal. C. F.	4 60
Peters BB Caps, Round ball	1 50
Peters BB Caps, Conical ball	1 95
Winchester Cent. Fire, Military and Sporting Ctgs	15&8%

Primers.

Berdan Primers	$1 00
Peters Primers	20%
Winchester Primers	20%

Shells.

Peters Empty Paper Shells, 10 and 12 gauge. League	25&2%
Peters Empty Paper Shells, 16 gauge. League	20&2%
Ideal Empty	25&7%
Peters Target and High Gun Smokeless	40&6%
Peters Premier and Ideal Smokeless	40, 10, & 10%
Peters Loaded Shells, League	40%
Peters Referee Semi-Smokeless	40&2½%
Winchester Blue Rivals, Winchester Yellow Rivals	33⅓ & 11%
Winchester Repeater	40&5%
Winchester Leader	40-10&10%
Winchester Loaded Shells, Black Powder	33⅓ & 11%

Gun Wads—per 1,000.

Peters Gun Wads.....18%

Powder.

		Each
King's Smokeless,	kegs	$11 30
" "	½ kegs	5 80
" "	¼ kegs	2 97
" "	1-lb. cans	51
" "	1-lb. " rifle	70
Dupont's "	50-lb. drum	22 45
" "	25-lb. kegs	11 35
" "	12½-lb. kegs	5 80
" "	6¼-lb. kegs	2 97
" "	1-lb. cans	51

Shot.

Drop shot, sizes smaller than B, 25-lb. bags, per bag	$1 65
Drop shot, B and larger sizes, 25-lb. bags, per bag	1 90
Buck Shot, 25-lb. bags, per bag	1 90
Chilled Shot, 25-lb. bags, "	1 90

ANCHORS.

Expansion Screw Anchors.....10%

ANVILS.

Trenton, 70 to 80 lbs	9½c per lb
Trenton, 81 to 150 lbs	9½c per lb

ASBESTOS.

Board and Paper.....33⅓%

AUGERS.

Boring Machine	60&10&5%
Irwin's	40&10%
Carpenters' Nut	60&10&5%
Hollow.	
Bonney's—list $30.00	75&5%
Stearn's, No. 3 "	33 50
Post Hole.	
Digwell, 8-inch per doz.	12 50
Iwan's Post Hole and Well	40&5%
Iwan's Vaughan pattern, 4 to 9-in., per doz.	6 00
Rafting.	
Snell's	50&5%
Ship.	
Ford's, with or without screw	40-5%
Snell's, " " "	40-5%

AWLS.

Brad.		
Handled	per doz.	$0 28
Shouldered, assorted, 1 to 4,	per gro.	95
Patent asst'd, 1 to 4	"	90
Harness.		
Common	"	1 10
Patent	"	90
Peg.		
Shouldered	"	95
Patent	"	40
Scratch.		
No. 2, handled	"	4 80
No. 1, socket handled	per doz.	1 15
No. 20 Hurwood	"	2 00
Sewing.		
Common	per gro.	90
Patent	"	90

AXES.

Boy's Handled.		
Camp Fire, 3 lb	per doz.	$6 25
" " 4 lb., freighters',	per doz.	7 85
Cast Steel, good grade,	"	6 25
Pioneer	"	6 75
Broad.		
Peerless		40-10&5%
Red Warrior	per doz.	$22 50
Firemen's (handled)	"	13 00
Single Bitted (handled).		
Gladstone, 3 to 4 lbs.,	per doz.	$10 75
Hunt's " " "		9 00
Lippincott's " " "		9 00
Mann's " " "		9 00
Pioneer " " "		9 75
Valley Forge " " "		9 00
Maricopa " " "		7 50
Single Bitted (without handles).		
Gladstone,	per doz. 3 to 4 lbs.	$8 50
Hunt's "	"	7 00
Lippincott's "	"	6 75
Mann's "	"	9 50
Pioneer "	"	9 50
Valley Forge "	"	6 75
Maricopa "	"	6 00
Double Bitted (without handles).		
Lippincott's, 3 to 4 lbs.	per doz.	$9 25
Mann's "	"	9 50
Pioneer "		9 25
Valley Forge "	"	9 25

The above prices on axes of 3 to 4 lbs. are the base prices.

3½ to 4½ lbs. advance 25c.

4 to 5 lbs. advance 50c.

4½ to 5½ lbs. advance 75c.

BAGS, PAPER NAIL.

Pounds	10	16	20	25
Per 1,000	$3.00	4.50	5.50	6.00

BALANCES, SPRING.

Frary's	50%
Pelouze	20%

BARS, CROW.

Pinch or Wedge Point.....cwt. $3 95

BASKETS.

Clothes.			
Small Willow	per doz.	$5 75	
Medium "	"	6 50	
Large "	"	7 25	
Galvanized Iron.	½ bu.	1 bu.	1½ bu.
Per doz.	$4 00	5.50	7 00

BEATERS.

Carpet.		
Rattan	per doz.	$2 40
Raymond's Steel Wire	"	80
Woven Wire, No. 4	"	1 10
Egg.		Per doz.
o. 60 Imp. Dover		$0 60
No. 75 " "		65
No. 100 " "		75
No. 102 " "	tinned	85
No. 150 " "	hotel	1 50
No. 152 " "	hotel tin'd.	1 75
No. 200 " "		80
No. 202 " "	tinned	90
		Each
No. 300 " "	mammoth.	2 50

BELLOWS.

Blacksmiths'		70%
Hand.		
8 inch	per doz.	$6 85
10 inch	"	8 40
Moulders'.		
12 inch	"	13 00

BELLS.

Call.		
2¼ in. nickeled bell	per doz.	$1 85
2¼ in. " brass bell	"	3 60
3 in. " " " "		7 50
3 in. " silver alloy bell	per doz.	17 00
4½ in. nickeled brass bell and base	per doz.	14 50
Cow.		
Ordinary Goods		70&5%
High Grade		60&10%
Jersey		70&10%
Door.		
Bigelow Automatic	per doz.	$9 50
Rotary.		
3 in. bronzed iron bell	"	5 25
3 in. nickeled " "	"	7 50
3½ in. " " "	"	9 00
Hand.		
Hand Bells, polished		60@60&10%
White Metal		50%
Nickel Plated		40%
Swiss		60&5%
Silver Chime		33⅓%
Miscellaneous.		
Church and School, steel alloy		70, 10&5%
Farm, lbs	40 50 75 100	
Each	$1.10 1.30 1.85 2.65	

BEVELS, TEE.

Stanley's, rosewood handle, new list	40&5%
Stanley's iron handle	40&5%

BINDING, OILCLOTH.

Zinc	75&10%
Brass	72½%
Brass Plated	75&10%

BITS.

Auger.	
Extra Double Spur	70&10%
Ford's Car and Machine	40&10%
Ford's	40&5%
Ford's Ship	40&5%
Irwin	50&5%
New Jenning's	50, 10&10%
Russell Jenning's	25&10%
Clark's Expansive	60%
Steer's " Small list, $22.00	30%
" Large " $26.00	30%
Irwin Car	45%
Snell's Car	60&5%
" Ship	40&5%
Ford's " Auger pattern Car	40&5%
Center	40&10%
Countersink.	
Wheeler's	per doz. $1 20
American Snail head.	" 70
" Rose "	" 20
" Flat	" 70
Buck Bros.' Flat	" 2 65
German	" 70
Dowel.	
New Jennings	40&10%
Gimlet.	
Standard Double Cut	50&5@50&10%
German Pattern	per doz. $0 48
Gouge	" 80
Spoon	" 80
Countersink	" 1 20
Reamer.	
Buck Bros.' ½ Round	" 2 75
" " Square	" 2 50
Standard ½ Round	" 75
" Square	" 75
German Octagon	" 75
Screw Driver.	
Round Shank	" 38

Round Shank, extra..
quality ..... " 1 40
Square Shank ..... " 1 10

BLACKING, STOVE. (See Polish)

BLADES, SAW.

Butchers'.
Standard ¾ & 1¼ in.....60&5%
Clock Spring.....60&5%
Star 15%

Hack.
Disston's .....25&5%
Griffin's.....35&5%
Star 15%

Wood.
Jackson's .....per doz. $2 25
Disston's—No. 6, 16 26 & 045.. 4 25
No. 11 ..... 6 40
W. M. & Co 's No. 20..per doz. 5 50

BLOCKS.

Snatch.
Wooden .....55&10%
Steel .....40&10%

Tackle
Wooden .....70&5%
Steel .....50, 10&5%

BOARDS.

Stove.....40%

Wash.
Globe .....per doz. $2 55
Banner..... " 2 90
Crystal Glass..... " 3 40
Brass King..... " 3 40
Nickel Plate ..... " 3 40
Enamel King..... " 3 40

BOBS, PLUMB.

Carpenters'.
8¼ oz. iron.....per doz. $0 65
1½ ℔. " ..... " 1 60
2½ ℔. " ..... " 1 80
13 oz. lead ..... " 3 00
6½ oz. brass..... " 3 30

BOLTS.

Carriage, Machine, Etc.
Carriage ¾x6 and sizes smaller and shorter.....75&5%
Carriage, sizes larger and longer than ¾x6 .....70&5%
Machine, ¾x4 and sizes smaller and shorter.....75&5%
Machine, sizes larger and longer than ¾x12.....70&5%
Machine, longer and larger than ¾x12.....70%
Elevator.....50-10&5%
Plow.....60&10%
Stove .....8 &10%
Tire .....75&10%
Wagon Box Strap .....70&10%

Mortise Door.
Gem... .....50&10%
Ives'.....50&10%

Barrel.
Cast 50%
Wrought .....50&5%
" Bronzed.....75&5%

Plush.
Wrought, B K .....40&5%

Spring.
Wrought .....75&10%
" Brass .....75&10%

Square.
Cast.....40%
Wrought .....60-10&10%

Tire.....72&¼%

BORERS.

Angular.
Miller's Falls.. ... per doz. $13 75

Bung.
Common ring with handle.
Inches..... 1¼ 1¾ 2
Per doz..... $6.25 7.25 8.50

Enterprise Mfg. Co., No. 1 List $1.50; No. 2, $2 00 each..25, 10 & 2½%

BOXES.

Mail, No.... ..... 5 10 20
Per doz..... $3.50 10.50 13.00

Miter.
New Langdon.....15&5%
Olmsted's 10%
Stanley's.....30%
Seavey's .....each $1 30

BRACES.

Barber's .....50&10&10@60&10%
Fray's Genuine Spofford's 60%
..Fray's No. 70 to 120, 81 to 123, 207 to 414.....60%
C. E. Jennings & Co.....50&5%
Mayhew's Ratchet ... .60%
Mayhew's Quick Action Hay Pat. 50%
Miller's Falls Drill Braces. 25%

BRACKETS.

Hay-Rack.
Wenzelmann's No. 1 per doz. $0 75
" No. 2 " 10 50

Shelf.
Cast Iron, Japanned.....50, 10, 5%
Stanley's Wrought Steel 70-10&2½%
Wire .....80, 10&5%

BROILERS.

Wire..... .....70&10%
Crown, Self-Basting, No. 80. doz. $2 16

BUCKETS.

Pump Rubber.
Wychoff.....per gr. $4 75
Cooper..... " 4 75
Champion ..... " 7 50
Victor ..... " 9 25
Star..... " 5 00
IXL ..... " 6 75

Well.
Galv'd Qts..... 10 12 14
Per doz..... $2.90 $3.25 $3.40
Wooden, top ear, plain, per doz 3 75
" " swivel " 4 85
" side-strap, plain " 3 85
" " swivel " 4 95

BUCKS, SAW.

Folding .....per doz. $2 10

BURRS, RIVETING.

Copper Burrs only.....35-10&5%
Tinners' Iron Burrs only.....70%

BUTTS.

Cast Iron.....65-10&5%
Wrought Brass.....15%
Wrought Steel Bright—Nos. 800, 804, 808, 810, 814 and 834..75-10&10%
Nos. 838, 840 and 842....75-10-10&10%
Nos. 822 and 823.....55-10&7½%
Wrought Steel, Japanned.
Nos. 731 and 727.....70-10-10&10%

CALIPERS.

Double .....60&12½%
Inside and Outside.....60&5%
Wing..... .....60-10&10%

CALKS.

Logger's Boot.
(Lufkin R. Co.'s), per M.....$3 75

Toe.
Shoenberger.....per ℔ 5 c
Bessemer ..... " 4½c
American ..... " 7 c
Swedes..... " 8½c

CANS.

Cheese Factory Can Stock.
Gallons.... 15 20 30 40
Per set.... $2.85 $3.05 $3.25 $4.40

Milk.
Elgin Pattern.
Nos..... 808 810
Gals 8 10
Per doz..... $18.00 $23.80

New Elgin Pattern.
Eureka Pump, 5 gal. $7 85
Wood Jacket.....70, 10&10%
Nos..... 105 108 110
Gal. each .. 5 8 10
Per doz.... $13.75 $15.00 $14.75

Iowa Pattern.
Nos..... 608 610
Gal 8 10
Per doz..... $18.00 $19.20

New York Pattern.
Nos..... 908 910
Gal. each..... 8 10
Per doz..... $22.15 $23.00

Oil and Gasoline.
1 Gal. glass, Daisy....per doz. $1 80
1 " cushioned " 3 15
Star, gals..... 1 2 3
Per doz..... $1.45 $2.40 $3.35

Per doz.
Sterling Tilting, 5 gallon. ....$ 8 00
"High C" Pump, " 12 00
Eureka Pump " 9 25
Wooden Jacket..... .....60&10%

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

Hay.
Myers' Imperial.....each $3 50
" Clover Leaf..... " 3 65

CARTRIDGES.

See Ammunition.

CASTERS.

Acme—Ball Bearing.....33½%
Bed.....60&5%
Common Plate.
Brass Wheel.....60&10%
Iron and porcelain wheels, new list. .....60&5%
Philadelphia Plate, new list..65&10%
Martin's..... ..50-10&5%
Payson's.....70&10%
Tucker's, Wood & Iron Wheel.35&5%
" Rubber Weeel.....15%

CATCHERS, GRASS.

Bieder's No. 1.. .....per doz. $5 75
Eureka ..... " 4 25
Ideal No. 4..... " 10 50

CHAIN AND CHAINS.

Breast Chains.
Doubleslack .....doz. pairs $5 75
With Covert snaps. " 5 00
With slide..... " 3 25
Without slide..... " 2 85

Bright Ox Chains.
⅜ in. $7.25; ½ in. $5.45 per 100 lbs.

Cable Coil Chain.
Inch..... 5/16 ⅜ 7/16 ½
Per 100 lbs.. $3.30 $3.50 $5.40 $4.60
Inch..... 9/16 ⅝ ¾ ⅞
Per 100 lbs.. $4.40 $4.30 $4.15 $4.05
Inch..... ⅞ 1 1¼
Per 100 lbs.. $4.00 $4.00 $4.10

Cable Log Chain.
Advance 35c per 100 lb. on Cable Coil

Cow Tie Chains.
American 2 toggle.....50&5%
" toggle and snap...50&5%
" open & closed ring, 50&5%

Halter Chains.
American, new list.....33⅓%
German.....60-10&5%
Niagara, new list .....40&5
Triumph, " 30%

Picture Chains.
Light Brass, 3 ft.....per doz. 63c
Heavy Brass, 3 ft..... " 75c

Pump Chain.
Galvanized, per 100 lbs.....$5 25

Safety Chain.
Brass.....60&10%

Special Steel Loading Chain.
Inch ..... ½ 9/16 5/8
Per 100 lbs... $16.00 $13.50 $12.50

Stretcher Chains.
⅜ in. $8.50; ½ in. $7.75 per 100 lbs.

Tie-Out Chains.
Brown's .....70&10%

Trace Chains.
Western Standard.
6½— 6-2..... ...per pair 30c
6½— 8-2..... " 34c
6½— 8-3..... " 33c
6½—10-2..... " 38c
7 — 8-2..... " 38c
7 —10-2..... " 42c
7 —10-1 ..... " 48c
7 —10-0..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

Wagon Stay Chains.
Inch..... ½ 9/16 ⅝
Per 100 lbs... $6.50 $6.00 $5.50

CHALK, CARPENTERS'.

Blue.....per gross 58c
Red..... " 48c
White..... " 38c
Common White Sch'l Crayon..... " 5½c

CHARCOAL

In barrels.....per bu. 22c

CHECKS, DOOR.

Blunt 30%
Blum-Jap'd, $6.25; Brzd., doz....$7.00
Columbia.....50, 10&5%

CHIMNEY TOPS.

Iwan's Volcano.....50%

CHISELS.

Box,
Inches..... 10 12 14
Round, per doz. $2.10 $2.25 $2.75
Flat " 2.85 3.60 4.20

Cold.
Good quality.....per ℔ 10@19c

Socket, Framing and Firmer.
Barton's.....20%
For beveled back, add per doz..60c

Tanged, Firmer.
With handles, add per doz.....60c

Choppers, Enterprise Meat.
No. 12.....$2 10
No. 22..... 3 40

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers.....per doz. $6 25
Yankee, for Yankee Screw Drivers..... 5 00

CHURNS.

Anti-Bent Wood, Gal.. 5 7 10
Each.....$3.90 $4.15 $4.40
Belle, Barrel. 70%
Common Dash, Gal.. 4 5 6
Per doz.....$7.75 $8.50 $10.50
Hero.....70%
Union, Gal..... 5 7 10
Each..... $3.65 $3.90 $4.75

CLAMPS.

Adjustable.
Martin's.....30%

Carpenters'
Steel Bar.....25%

Hose.
Sherman's, brass, ¾ in., per doz..33c
Double, brass, ¾ in., " 65c

Saw Filers.
Disston's list, $30.00.....30%
Stearn's, No. 0, $3.50; No. 1, $11.50; No. 3, $5.50 doz.
Wentworth's.....40%

CLAWS, TACK.

Cast, wood hdle.....per doz. 45@60c
Forged steel, wood hdle " $0.80
Solid Steel..... " 1.60
Giant..... " .60

CLEANERS.

Drain.
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Pot.
Wire..... per doz. $0.55

Side-walk.
Steel..... per doz. $3.25
XLCR.....65&5%

CLEAVERS.

Family.
Ajax, In..... 6 7 8
Per doz..... $5.50 $5.75 $6.25

CLEVISES.

Malleable .... per ℔ 3½c

CLIPPERS.

Bolt .....$1.90@$4.75

CLIPS.

Axle.....65&5%

Damper.
Standard.....per doz. 65c
Troy..... " 38c

Hame..... " 20c

CLOTH.

Emery.
Ajax..... 50&10%
B. & A.....50%

Hardware Wire—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft..$1 85
9 to 12 " " " " 2 15
2 to 8 " galv. " " 2 70
7 and 8 " " " " 4 25

Screen Wire.
12 mesh, painted, per 100 sq. ft..$1 25
14 " " " " 1 85

COCKS AND FAUCETS.

Compression Plain Bibbs...60-10-2½%
Lever Bibb Cocks.....70%
Compression Hose Bibbs.....60-10%
Telegraph Faucets (new list)...50-5%
Racking Cocks (new list).....70-5%
Compression Lock C'ks(n'w list)..70%
No. 65 Brass Liquor Cocks, doz.. $0.15
Andrew's Brass Faucets 70%
Angle Plug Faucets, per doz... $0.85
Milk Can Faucets, per doz...$2.60-4.20
Petroleum Faucets (new list)....70%

COLLARS, STOVE PIPE.

Inches..... 5 6 7
Plain Tin....per gro. $2.00 $2.35 $3.40
Japanned Tin " 3.20 3.45 4.50
Lacquered Brass " 2.55 2.90 4.00

COMBS, CURRY.

Nos ... 000 20 321 330 417 416
Per doz. $0.33 .80 .90 .95 .80 1.00
Nos 531 533 530 535 545 390
Per doz. $0.96 1.20 1.10 1.85 1.40 1.30

COMPASSES.

Carpen'ers'.....70%
Pencil—Faber's.....per doz. $1.00

COPPER—See Metals.

COPPERS.

Soldering.
1 ℔ .....per ℔ 31c
1½ ℔..... 28c 2 ℔.... " 27c
3 ℔ and larger..... " 25c

CORD.

Picture.
White Wire .....80-10&5%

Sash.
Baltic Braided Flax.....per ℔ 20c
Silver Lake, white 7-32 in. " 29c
" " " 8-32 in. " 25c

CORKSCREWS.

Humason & Beckley.....33⅓%
Walker's.....33⅓%
Williamson's Regular..... 50%
Williamson's Forged Worm.....50%

COTTERS, SPRING.

All sizes—new list.....90&10%

COUNTERSINK.

Buck Bros. Flat.....per doz. $2 65

COUPLINGS, HOSE.

Brass.....per doz. $1.00
Brass Plated..... " .85

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine...per doz. $22.75

CRAYONS—See Chalk.

CROW BARS.

Pinch or Wedge Point, per 100 lbs. $3.00

CUTTERS.

Glass.
Red Devil 45%
Smith & Hemenway Co. 50%
Woodward 40%
Meat.
Enterprise Nos. 5, 10, 12, 22, 32 and 42 ..... 25%
No. 100, list, $18.00 ..... 40&10%
Nos. 2 and 4 ..... 25%
Universal... Nos. 1 2 3
Per doz $10.50 $12.50 $17.00
Smith & Hemenway Co 25%
Pipe.
Stanwoods... No. 1 2 3
Each $0.85 $1.50 $4.00
Slaw and Crout.
3-knife Crout ..... per doz. $9 75
1-knife Slaw ..... " 1 65
2-knife " ..... " 2 25
Washer ..... " 7 75

DAMPERS, STOVE PIPE.

Standard ..... 50&10%
American ..... 45&10%

DIES, STOCKS AND

Discount ..... 40&5%

DIGGERS.

Post Hole.
Acme ..... per doz. $8 75
Atlas ..... " 8 25
Eagle ..... " 5 75
Eureka ..... " 6 25
Hercules ..... " 9 75
Iwan's Split Handle.. " 7 00
Iwan's Perfection..... " 7 75
Iwan's Hercules pattern " 9 00
Ryan's ..... " 17 00
See also Augers—Post Hole.

DOOR CHECKS—See Door.

DOORS, SCREEN.

⅞ in. 4-panel painted, per doz. $6 85
1⅛ in. " " " 7 50
1⅛ in. 3-panel natural pine, fancy ..... per doz. 11 50

DOOR HANGERS—See Hangers.

DRILLS.

Bit Stock ..... 60% & 65&5%
Blacksmith's Twist 60%
Breast.
Common ..... each, $2 25
Millers Falls ..... " 2 10
Hand
Goodell's Automatic.
Nos. 01 03 3 20
Per doz.. $7.75 $12.50 $14.25 $11 00
Goodell's Single Gear per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
Reciprocating.
Goodell's ..... per doz. $16 50
Bit Stock.
Standard List... 60&5%@60%@10%

DRIVERS, SCREW.

Hurwood ..... 40-10&10%
Standard ..... 65&10%
Ajax ..... 70&5%
Champion 45%
" Pattern ..... 60, 10&5%
Clark's Interchangeable 30%
Edison 60%
Reed's Lightning ..... 45&5%
Goodell's Spiral ..... 50, 10, 5&2½%
Yankee Ratchet 50%
" " Spiral ..... 50&10%
Smith & Hemenway Co. ..... 40&5%

EAVE TROUGH. GALVANIZED.

Territory.	L. C. L.
Eastern	80&5%
Central	75&10&10%
Southern	75&12½%
S. Western	75&5%

Terms, 2% for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

Adjustable Stove.
Inches 5 6 7
Smooth, per doz. $0.85 $0.90 $1.30
Plan'd " 2.00 2.25 2.85
Corrugated Conductor.
5-inch ..... each 60c; per doz, $7.20
6 " ..... " 70c; " 8.40
75% discount to dealers on 2-inch 3-inch and 4-inch plain, round and round corrugated elbows.
Corrugated Stove.
Inches 5 6 7
Smooth, per doz. $0.85 $0.90 $1.50
Pol'd " 1.50 1.75 2.50
Plan'd " 2.20 2.60 3.20
Four-Piece Stove.
Inches 5 6 7
Smooth, per doz. $0.50 $0.52 $0.90
Pol'd " .95 1.05 1.40
Plan'd " 1.45 1.60 2.00

EMERY CLOTH—See Cloth.

EMERY, TURKISH.

Size	5-lb. pkgs.	½ kegs.	kegs
No. 60 to 150, per lb.	6½c	4¾c	4¾c
Flour	5½c	3½c	3½c

ENAMEL, IRON.

English, ½-pt. cans ..... per doz. $1 50
Nubian " " ..... " 1 80
Peerless 1 50

EXTRACTORS, PIG.

See Forcips, Pig.

EYES.

Bright Wire Screw—See Goods, B. W.
Drifting Pick ..... 60, 10&5%
Hooks and—
Brass 55%
Iron ..... 65&5%

FASTENERS, STORM SASH

Schroeder's ..... per doz. 1 40
Sensible ..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Black Diamond ..... 70&10%
Disston's ..... 75&10%

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior ..... per doz. $4 75
Whisson's Imp ..... " 5 25

FORKS.

These goods are sold net this year.
Barley.
Steel ..... 90&2½%
Wood, 4 tines, per doz $3.25
Coal, Coke, Cottonseed 60%
Hay,
Diamond, 2 tine ..... 60&10%
" 3 " 70%
" 4 " 50%
Golden Eagle, 3 tine 75%
" " 4 " 80%
Digging ..... 70&10%
Scoop 50%
Header.
Diamond, 3 tine ..... 66⅔&5%
" 4 " ..... 65&10%
Manure.
Diamond, 4 tine ..... 70&10%
Golden Eagle 90%
Ore 40%
Spading.
Diamond ..... 80&10%
Golden Eagle ..... 80, 10&5%

FRAMES.

Hack Saw.
Crown ..... per doz. $6 25
Miller's Falls ..... " 10 20
Star ..... " 2 85

FREEZERS, ICE CREAM.

Arctic.
Qts. 1 2 3 4 6
Each $1.10 1.30 1.50 1.80 2.30
Qts. 8 10 12 15
Each $2.95 3.80 4.50 5.20
White Mountain.
20 qt., New Platform ... each $19 10
25 qt., " " " 22 60
25 qt., Sampson Power . " 43 50
40 qt., " " " 58 25

GAUGES.

Butt and Rabbet.
Stanley R. & L. Co.'s ... 20&10&2½%
Cream Pail.
Fairmont ..... per doz. $3 75
Marking, Mortise, etc. .....
..... 50&10%@50&10&5%
Saw.
Atkin's, single, 55c; dbl. 80c per doz
Wire.
Disston's 25%

GIMLETS.

Discount ..... 35@40%

GLASS, WINDOW.

First two brackets ..... 98&15%
Above " " 90%

GLASSES, LEVEL.

Stanley R. & L. Co. ..... 50&5%

GLUE.

Bulk.
B Amber ..... per lb. 11 c
A White ..... " 13½c
H. S. Amber ..... " 15½c
Liquid.
Eagle 40%
Le Page's—
List "A" 37½%
List "B" 33⅓%
List "C" 25%

GOODS.

Bright Wire ..... 95&30%

GREASE, AXLE.

Wood Boxes.
Diamond ..... per gro. $5 50
Frazer's 9 50
Hub Lightning 5 25
Paragon 6 75
Wood Pails.
Frazer's, 15 lb. 80c; 25 lb. $1.30 each
Hub Lightning, 15 lb. 55c; 25 lb. 70c each.
Tin Cans.
Chamellene Graphite.
1 lb. per gross $9 50
3 lb. per gross 25 00
5 lb. per gross 37 00

GRIDDLES.

Soapstone ..... 40&10%

GRINDSTONES.

Family.
Inches 7 8 9
Per doz. $8.25 9.00 10.50
Loose.
Per ton ..... $20 00@$21 00
Mounted.
Ball Bearing 1 2 3
Each $3.15 3.00 2.85
Common Bearing.. 1 2 3
Each $3.00 2.80 2.65

GUN WADS.
(See Ammunition.)

HAFTS, AWL.

Brad.
Common ..... per doz. $0 19
Peg.
Common ..... " 22
Patent, plain top .... " 47
" leather top... " 52
Sewing.
Common ..... " 22
Patent ..... " 52

HALTERS.

Jute Rope ..... per doz. $0 85
Sisal Rope ..... " 1 85
Web ..... " 1 75
Leather, rope tie ..... " 6 50
" leather tie ..... " 8 50

HAMMERS, HANDLED.

Blacksmiths' Hand.
Maydole's ..... 40&10%
Engineers'.
Maydole's ..... 40&10%
Farriers'.
Maydole's ..... 35&5%
Machinists'.
Maydole's ..... 40&10%
Nail.
Ajax ..... per doz. $4 00
Calumet ..... " 3 15
Cast ..... per doz. $1 10@$4 10
Maydole's ..... 40&5%
Vulcan ..... 45&5%
Riveting.
Maydole's ..... 35&5%
Shoe.
Cast ..... per doz. 75c
Tack.
All Iron ..... per doz. $0 35
Pol'd Iron, Hickory hdl. " 53
Mall. Iron, Inlaid ..... " 1 55
Magnetic 1 2 3
Per doz 70c 80c $1.00
Magazine ..... per doz. $4 75

HAMMERS, HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs ..... 80&10%
5 lbs. and over ..... 85&5%
Masons'.
Single & Double Face ..... 70&10%

HANDLES.

Auger.
Common Assorted ... per doz. $0 38
Peck's Adjustable ... " 2 10
Roger's " ... " 4 25
Ives' " ... per set 1 35
Axe 60%
Chisel.
Hickory, Tanged Firmer, Assorted, 25c; Large, 27c per doz.
Hickory, Socket Firmer, Assorted, 18c; Large, 22c per doz.
Applewood, Tanged Firmer, Assorted, 20c; large, 38c per doz.
Applewood Socket, Firmer, Assorted ..... per doz. 24c
Coal Pick ..... 50&10%
Drifting Pick ..... 50&10%
File, assorted 13c, large 16c per doz.
Hammer.
Adze Eye ..... per doz. 48c
Blacksmiths' ..... per doz. 55c@80c
Machinists' ..... " 45c@70c
Hatchet ..... per doz. 45c
Hay and Manure Fork ..... 40&5%
Hoe and Rake ..... 40&5%
Saw.
Plain ..... per doz. 75c
Varnished ..... " 80c
Screw Driver.
Assorted ..... " 37c
Large ..... " 48c
Shovel and Spade 40%

HANGERS.

Barn Door.
Monarch ..... 60&10%
"Never Jump" Hinge ..... 50&10%
Peerless, Loose Axle ..... 60&10%
Perfection, Roller Bearing .. 70&5%
Phoenix, Roller Bearing ..... 70&5%
Prouty, No. 315.. per doz. prs. $6 35
Rival ..... " " 3 65
Superb ..... " " 5 50
Safety Flexible . " " 6 35
Wagner's Adjustable ..... 70&10%
Warehouse 60%
Conductor Pipe.
Iwan's Perfection 50%
Eave Trough.
Baker's ..... per gro. $2 35
Imperial 20%
Wire 35%
Parlor Door.
Acme ..... per set $3 75
Ives' Improved ..... " 2 50
Lane's Standard ..... " 3 50
" New Model ..... " 3 10
Le Roy Noiseless ..... " 4 00
Richards' ..... 40-10&5%

HASPS.

Hinge, Wrought ..... 50&5%
With Staples—See Staples.

HATCHETS.

Ajax 45%
Blood's 50%
Cast Claw ..... per doz. $1 20@1 45
Cast Shingling ..... " $0 95@1 20
Duffy's Barrel ..... per doz. $15 00
Germantown 60%
Hammond's 40%
Roger's Ideal ..... per doz. $5 25
Underhill's Star Lath ..... 40&10%

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wenzleman's No. 1 .... per doz. $ 9 75
" No. 2 ..... " 10 50

HINGES.

Blind.
Clark's Gravity ... per doz. sets 80c
Parker's 65%
Shepherd's Noiseless, for Wood casing ..... per doz. 1 05
Gate.
Clark's 1 2 3
Hgs & Ltch .... doz. $2.35 2.60 3.65
Hinges only .... " 1.70 1.90
Latches only... " .70 .75
Knuckle ..... per doz. prs. $6 00
Leed's ..... " sets 6 75
Superior ..... " prs. 9 50
Spring.
American 20%
Bommer Bros. Ball B'g Floor .. 35%
Bommer Bros. Spring Hinges. 40%
Chicago ..... 25&5%
Columbia Dbl. Acting .... 40&10&5%
Gem 25%
Ideal Detachable .... per gro. $11.10
Matchless 30%
New Idea ..... per gro. $8.40
Oxford 20%
Wrought Iron.
New Lists .....
Light Strap Hinges ..... 70&5%
Heavy Strap Hinges ..... 75&10%
Light T Hinges ..... 65&5%
Heavy T Hinges ..... 70-10&5%
Extra Heavy T Hinges .... 70-10&5%
Cor. Heavy Strap 80-20-10-10-10&5%
Cor. Ex. Heavy T 80-20-10-10-10&5%
Screw Hook and Strap.
6 to 12 in ..... per 100 lbs. $3 65
14 to 20 in ..... " " 3 40
22 to 36 in ..... " " 3 15
Screw Hook and Eye.
⅝ in ..... per 100 lbs. $6 55
½ in ..... " " 7 60
⅜ in ..... " " 9 45

HOES.

Garden ..... 70&15%
Grub.
Ajax ..... 60 & 10%
Extra 70%
Hazel ..... per doz. $5 00
Ladies' and Boys' ..... 70&15%
Mortar ..... 75&10%
Planter's Eye 62½%
Weed ..... 75&5%

HOOKS.

And Eyes.
Brass ..... 50&10&5%
Iron ..... 65&10%
Awning ..... per gro. $1 80
Belt.
Brown's ..... 70&5%
Jones' ..... 65&5%
Bench.
See Stops, Bench.

Box.
Inch..... 6 8 10 12
Per doz.....$1.35 1.65 1.75 2.30
Humason & Beckley's, per doz. 2 50
(See Goods, Bright Wire.)
Bush.
Common Axe Handle
..... per doz. $7 00@$8 65
Hamilton Pattern.....per doz. 7 35
Chain.
Inch... ¼&5/16 ⅜ 7/16 ½
Per 100 $7.60-8.00 9.75 11.50 12 00
Clothes Line.
Japanned.....per doz. 22c@24c
Galvanized..... " 40c
Coat and Hat.
Cast Iron .....per gro. 72c@$1 50
Gem Wire.....75&10¢
Conductor.
Malleable.....50&10¢@50&10&5¢
Wrought .....40&10¢@50¢
Corn.
Common, unpolished, per doz. $1 40
" polished.... " 1 80
"Cut Easy"..... " 2 75
Clyde's..... " 2 20
Gate.
See Goods, Bright Wire.
Grass.
Common. Nos..... 2 3 1
Per doz.....$1.75 1.80 1.90
German.....per doz. 1 90
Little Giant..... " 2 90
Wood's..... " 1 30
Hammock.
With Plate.....per doz. 33c
With Screw..... " 33c
Lambrequin, or Drapery, per gro. 21c
Picture .....50¢@50&10¢
Potato and Manure.....65&15¢
Screw.
Brass.....80&20¢
(See Goods, Bright Wire.)
Seat Spring.....per lb. 5½c

HOOPS, TUB.

Ever Ready .....per case $1 70

HOSE, GARDEN.

3 ply ¾ in. 35 lb. pressure per ft....5½c
3 " ¾ " 50 " " " 7½c
3 " ½ " 70 " " " 7½c
3 " ¾ " 70 " " " 9c
4 " ½ " 80 " " " 9c
4 " ¾ " 80 " " " ...10½c
6 " ¾ " 125 " " " ...11½c
8 " ¾ " 150 " " " 13c
Cotton ¾ in. 75 lb. pressure per ft. 7c
" ¾ " 150 " " " 9c

HUSKER.

Boss.
Nos..... E A B
Per doz.....$1.85 2.05 2.05
Nos..... P PX
Per gro $5.40 4.50
Nos.....2000 3000
Per gro.....$3.00 6.75
Nos..... 4000 O OX
Per doz.....$1.15 1.85 1.35
Brinkerhoff's.
Per gro.....$14 50
Ideal.
Nos..... 102 101 100
Per doz.....$1.35 2.50 2.75
Johnson's.
Per gro.....$7 75

IRON.

See Metals—First column.

IRONS.

Curling.
Common.....per doz. 33c@48c
Princess .....per doz. $0 65
Yale..... " 84
Oxford ..... " 1 15
Ruby ..... " 1 50
Tourist, Folding..... " 90
Pinking ..... " 70
Plane.
Wood Bench.....20&5¢
Stanley R. & L. Co. (new list) 25&5¢
Sad.
Charcoal .....per doz. $11 00
Common, Polished, per 100 lb. 3 10
" Nickel plated, " 4 20
Chinese Polishing.....per doz. 7 40
Laundry. No. 1 ..... " 5 75
" No. 2 ..... " 6 25
Mrs. Pott's,
No. 50 J, Enterprise...per set 79c
No. 55 J, " ... " 76c
No. 50 T, " ... " 82c
No. 55 T, " ... " 79c
No. 50, Howells..... " 72c
No. 55, " ..... " 69c
Tailors' Sad.....per lb. 4½c
" Geese.....per lb. 4½c
Tuyere.
Single Duck Nest.....per doz. $5 25
Double " " ..... " 6 25
Sutton .....each 2 00

JACKS.

Locomotive.....75&5¢
Wagon.
Meekers'.....per doz. $11 00
Miller's No. 2..... " 7 75
Winner ..... " 7 75
Smith & Hemenway Co .....25¢

KETTLES.

Brass.....15¢
Caldorn .....45¢
Copper.....per lb. 27c
Maslin .....06⅞¢
Sugar .....50&5¢

KNIVES.

Best Topping.
Clyde, 9-in. Scimiter Blade, dz. $3 85
California.....3 40
Cooper's Hoop.....15¢
Corn.
Ajax.....per doz. $2 10
Drawing.
Standard .....70¢
Adjustable.....15¢
Barton's Carpenters'.....10¢
" Folding Handle....25&5¢
Hay.
American, Sickle Edge..doz $10 50
Canton, Sickle Edge..... " 8 25
Heath's ..... " 7 75
Iwan's Sickle Edge..... " 9 50
Iwan's Impv'd Serrated.. " 10 00
Lightn'g, Holt's Genuine " 6 50
Lightning Pattern..... " 5 75
Wadsworth's Sp'r Point " 8 75
Hedge.
Ajax, Heavy.....per doz. $6 25
" Extra Heavy.... " 8 40
Mincing.
Common, Single ..... " 40
" Double ..... " 50
Streeter, 4 Blade..... " 1 30
" 6 Blade..... " 2 0
Putty.
Common..... " 84
Goodell's.....per doz. $1 30@1 80
Russell's..... " 1 75@2 25

KNOBS.

Door.
Mineral .....per doz. $0 72
Porcelain ..... " 83
Jet..... " 83

LADDERS.

Common Long.
Per ft .....9c@14c
Extension.
Per ft 12c
Step.
Common, per ft.....6½c
" with Shelf, add 10c.
I X L, per ft 19c

LANTERNS.

Bull's Eye Police.
3-in. Flash Light.....per doz.$6 00
2¾-in. Regular..... " 4 00
3-in. Regular..... " 5 00
Tubular.
Berger.....40&10&5¢

LEADERS, CATTLE.

Nos 1 2 3
Per doz.....$0 55 $0 70 $2 75

LEATHER, LACE.

Cut.....50&5¢
Sizes.
Ex. Quality.....per sq. ft. 20c

LEATHERS, PUMP.

Valve and Plunger .....50¢

LIFTERS.

Stove Cover.
Japanned .....per gro. $2 65
Coppered..... " 3 65
Devore's..... " 5 50
Zero..... " 4 00
Transom.
Payson's.....70&10¢

LINES.

Chalk.
Twisted in 20-ft. hanks.
Nos..... 15 14 13 12 11
Per doz.....10c 13c 17c 22c 29c
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....26c 31c 36c 42c
Braided in 20-ft. hanks.
Nos..... 0 1 2
Per doz 23c 26c 32c
Masons', in 100 ft. hanks..doz. $1 00
Clothes.
60-ft. Jute.....per doz. $0 95
72-ft. " ..... " 1 10
60-ft. Sisal ..... " 1 50
72-ft. " ..... " 2 10
50-ft. Cotton ..... " 85
50 ft. Braided Cotton. " 95

LINING, STOVE.

In Bricks.....per crate 42c

MACHINES.

Boring.	Without Augers	With Augers
Ajax.....per doz.	$5 25	$6 75
Angular.... "	3 25	4 65
Boss ..... "	4 25	5 75
Upright.... "	2 90	4 35

Leather Riveting.
Chicago, Pomeroy....per doz. $9 75
Excelsior..... " 2 50
Handy ..... " 2 10
Little Giant..... " 3 10
Pony, Pomeroy..... " 8 00
Washing.
Boss 1 2 5
Per doz.....$56.20 62.20 68.20
Globe, No. 1 .....per doz. 53 00
O K Rotary..... " 55 50
Round Wayne..... " 26 50
U. S. Steel..... " 60 00
Advance, f.o.b. Chic'go " 24 50

MAIL BOXES.

See Boxes.

MALLETS.

Carpenters'.
Fibre Head, Small ..per doz. $5 00
" " Medium. " 5 75
" " Large... " 6 75
Round Hickory..... " 1 75
" Lignumvitæ .. " 2 85
Square Hickory..... " 1 75
" Lignumvitæ.. " 3 40
Tinners'.
Applewood ..... " 1 70
Hickory..... " 80
Hickory Sheet Iron.. " 1 30

MATS.

Door.
National Rigid.....50, 10&5¢
Queen Flexible.....50¢
Stove.
Standard Quality...per gross $2 90
Best " (Pure) " 4 00
Wire Covered Asbestos, Ex.
Heavy .....per doz. 1 00

MATTOCKS.

Ajax.....60&10¢
Extra .....70¢

MAULS.

Iron. lbs. 10 13 16 18 21
Per doz. $2.95 3.65 4.20 4.60 5.05
Wood face, lbs. 10 11 12
Per doz $4.55 4.90 5.15
Wood Choppers'.
Lake Super'r & Oregon Pat. 70&10¢

MEASURES.

	½ pk.	1 pk.	½ bu.
Galvanized, per dz.			$4 25
Japanned... "	$1.40	2.10	2.60

METAL.

Babbitt.
Alm .....per lb. 7½c
Best..... " 13 c
Common, No. 4..... " 6½c
Copper Mixed ..... " 19 c
Tony ..... " 9½c
See Metals—In first column.

MICA.

First Quality.....25¢
Second Quality.....35¢

MILLS, COFFEE.

Enterprise .....25¢
Parker.....50¢
Arcade .....50¢

MITRE BOXES.

See boxes.

MOPS.

Erie.....per doz. $3 15
Handled Cotton.
Pounds..... ¾ 1 1¼ 2
Per dozen...$2.00 2.35 2.65 3.25

MOWERS, LAWN.

Ball-Bearing.
Inches..... 15 17 19 21
Each $7.50 8.50 9.50 10.50
Cheap Grades.
Inches..... 12 14 16 18
Each $2.30 2.35 2.35 2.50
Clipper .....50, 10&10¢
Girard.
Inches..... 14 16
Each.....$3.25 3.50
Philadelphia.
All Styles Except A & E 60, 10&10¢
Style A.....50&10¢
Style E, High Wheel..60,10,10&10¢
Drevels.....50¢
All Day.....Net Price

NAILS.

Cut Steel.....rates, $2 00
Horse Shoe.
Ausable .....45&5¢
Capewell .....5¢
Perfect .....40&5¢
Putnam .....10-5¢
Star .....35¢
Picture.
Brass Heads .....60&10¢
Judd's.....60&10¢
Brads.....80, 10&10¢
Furniture .....65&10¢
Wire.
Small Lots.....$2 00
Carload " 1 95
Cement Coated..... 1 75

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized Before Weaving..80&15¢
" After Weaving...80&15¢
Cut Pieces.....65&5¢

NIPPERS.

End Cutting.
Stubb's Pattern.....60&10¢
End and Diagonal Cutting.
Swedish Side.....55¢
Utica Drop Forge & Tool Co...40¢
Hoof.
Heller's .....40&5¢
V. & B.....40-5¢

NOZZLES.

Hose.
Gennine Boston.....per doz. $3 05
Genuine Gem..... " 3 15
Magic..... " 3 15

NUTS, HOT PRESSED.

Square Blank.
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
lb. 9c 6c 4c 3½c 3½c 3½c 3c
Square Tapped.
In. ½ ⅝ ¾ ⅞ 1
lb. 12c 7½c 5c 4½c 4c
For 5 lb. boxes add ½c per lb. to above prices.

OILERS.

Chase Pattern
Brass and Copper.....35¢
Zinc .....60¢
Engineers'
Cannon .....50¢
Tin.....per doz. $2.00@$3.00
Machine.
Ajax.....per doz. $0 80
Copper Plated Steel.. " 1 50
Malleable Iron.....40, 10&5¢
Tin.....per doz. 55c@65c

OPENERS.

Box.
Inches..... 10 12 14
Flat .per doz $2.85 3.60 4.15
Round " 2.10 2.25 2.75
Can.
Delmonico.....per doz. $1 20
Never Slip..... " 0 65
Crate.
V. & B..... " 5 75

OUTFITS, COBBLING.

Combination .....per doz. $11 50
Economical..... " 4 90
Family..... " 10 50

PADLOCKS.

Standard Wrought .....70, 10&5¢
Champion .....50¢
Eureka.....40, 10&5¢
Yale .....60&5¢

PAILS.

Cream.
14-qt., without Ga....per doz. $2 65
20-qt., " " .... " 3 25
20-qt., with Gauge.... " 4 00
Sap.
10-qt., Galvanized.....per doz. 1 60
12-qt., " ..... " 1 85
Stock
Galvd. qts. 14 16 18 20
Per doz.....$3.50 3.75 4.50 5.00
Water.
Galvanized, qts 10 12 14
Per doz $1.75 1.95 2.25
Wood.
Cable, 2 Hoop.....per doz. $1 90
" 3-Hoop..... " 2 10
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop..... " 1 50
" 3-Hoop..... " 1 70

PANS.

Dripping.....60&10&5¢
Fry.
Common.....60&10&5¢
Acme.....66⅔&5¢
Roasting.
Brownie.....each 22c@30c
L. & H..... " 45c@63c

PAPER.

Building.
Plain .....per 100 lbs. $1 15
Tarred..... " 1 25
Tarred Felt..... " 1 45
Diamond A, Red Rosin, pr roll 60
Leader, Red Rosin..... " 45
Sand and Emery.
Ajax .....50&10¢
B. & A .....50&5¢
Wrapping.
Grecian Express.....per lb. 3½c
Rag..... " 2½c

PARERS.

Apple.
Bay State.....per doz. $13 00
Turntable ..... " 5 70
White Mountain .... " 4 50

Potato.
Goodsell's Saratoga 10½ in. doz. 6 50
" " 5 in.. " 5 50

PICKS.

Adze Eye Ore .....65&5%
Drifting and Poll Picks.....70%
Ajax Railroad.....60&10%
Extra Railroad .....70&5%
Surface.....65&5%

PINCHERS.

Carpenters', wrought iron, pol. steel jaws 30%
Blacksmith's 45%

PINS.

Clothes.
Common.....per gro. $0 14
Hoyt's..... " 31
U. S..... " 70

Picket.
Fluted 15 in.....per doz. $0 70
" 21 in..... " 1 60
Spiral..... " 1 90

PIPE.

Conductor.

Territory.	Nested.	Not Nested
Eastern.....	70&15%	70&10%
Central.....	70&7½%	70&2½%
Southern.....	70&2½%	60&20%
Southwestern..	60&30%	60&10%

Lead.
Full coils.....per lb. 6½c
Cut " ..... " 6½c

Stove.

Acme—In.	5	6	7
Smooth, per jt..	8½c	9½c	10½c
Planished " ..	32 c	33 c	43c
Peerless—Smooth.	7½c	8 c	9½c
Polished	14½c	15½c	18c
Plan'hed	28 c	31 c	35½c
Made-up—In.	5	6	7
Smooth	7½c	8c	9½c

7 to 6 in. Smooth Tapers, pr jt..13c
6 in. Smooth T's..... " ..27c
7 to 6 in. Planished Tapers.....45c

Wrought Iron Gas Pipe
¼@⅜-in., black.....discount, 60%
½@1-in. ..... " 60,10&5%
¼-in. to 6-in., black... " 70%
7 " 12 " .. " 62½%
¼@⅜ " galvanized " 42%
½@1 " " " 50%
2 " 6 " " 57½%
7 " 12 " " 45%

PLANES.

Siegley Iron Bench.....50&10%

PLANTERS.

Corn.
Monitor.....per doz..$7 75
Triumph..... " .. 6 00

Potato.
Acme.....per doz..$6 25
Challenge..... " ..11 00

PLATES, TIN.

See Metals in Column 1.

PLIERS.

Button's—In. 4½ 6 8 10
Per doz.....$2.60 $3.10 $3.90 $5.20

Button's Pattern.
In. 4½ 6 8 10
Per doz.....$2.35 $2.50 $3.45 $4.40

Cutting.
Bernard's.....30%
Lodi.....40&10&5%
4 Tube, revolving..... " 5.25

End and Diagonal Cutting.
Swedish Side 50%
Utica Drop Forge & Tool Co....40%

Fencing.
Farmers' Choice....per doz ..$8 80
Russell's..... " .. 8 80

Flat and Round Nose.
Bernard's.....30%
German 50%
Lodi.....40%
Paragon.....40&10%

Gas—In. 8 10 12
Per doz.....$3.15 $4.10 $5.00

Tinner's.
Hollow.....
Solid.....each..5½c

PLUMBS AND LEVELS.

Common.....75%@75&10%
Cook's.....40%
Davis' Iron.....25%
Davis' Inclinometer.....15%

Stanley's.

Nos.	00S	0S	2S	3S
Per doz..	$4.65	$5.20	$7.60	$8.65
Nos.	30	25	50	35
Per doz.	$13.25	$17.75	$17.75	$12.35

POINTS.

Drive Well Points.....75&10%

POKERS—STOVE.

Wr't Steel, str't or bent, pr doz.$0.55
Wr't Steel, wood hand'ls " " .80
Nickel pl'td, coil hdl's.. " " .65

POKES—ANIMAL.

Brown's, wr't steel, per doz.$5.00@6.00

POLES—FISHING.

Bamboo.
Ft. 12 18
Per. 100 .....$2.65 $6.25

POLISH.

Metal.
Pride of the Bar.....$1.60
Putz Cream.

Pts.	1-6	½	¼
Per doz.....	$0.80	$1.10	$1.65

Pts.	1	2	4	8
Per doz	$2 75	$4.50	$7.50	$12.50

White Silk half pints, per doz.$2.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine

Pts.	1-6	½	1	2
Per doz.....	$0.70	$1.35	$2.25	$3.00

Shoe.
M. D. C.....per doz. 36c@50c
F. C. O..... " 40c
T. M..... " 55c@$1.75
Imperial.....per gr.....$5.00

Stove.
Black Eagle, 1 lb cans. pr gr..$15.00
Black Silk—
5 lb. pail..... 80c
Paste, 5 oz. cans....per doz. $0 80
Paste, ½ lb. cans..... " 1 00
Black and Japanned—
Liquid, ½ pint cans..per doz $1 00
Liquid, 6 oz. cans... " 75
Steel Range Gloss.. " 1 75
Blackene, 1 lb cans....pr gro. 13 00
Black Jack, ½ lb cans.. " 9 25
Dixon's Carb. of Iron.. " 5 75
Nickel Plate..... " 4 50

POPPERS, CORN.

Round or Square, 1 qt. per dz, 85@95c
Square, 1½ qt..... " $1 00
Square, 2 qt..... " 1 25
2 qt. Reversible..... " 1 50

POTS, FIRE.

Bernz.....each $3 85
Clayton & Lambert's, ea..$4 75@6 25
Gate City.....each 6 25
Gem..... " 6 75

POWDER.

See Ammunition.

PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co....25%
Henis .....per doz. $2 10

PRIMERS.

See Ammunition.

PRUNERS.

Disston's Pole.....per doz. $7 50
Henry's Improved..... " 65&10%
Water's Improved..... " 70,10&5%

PULLERS.

Cork.
Daisy.....each $3 40
Phoenix..... " 1 60
Quick and Easy..... " 2 90

Nail.
Giant.....33⅓%
Giant Pattern per doz.....$6 00

Tack—Giant..... " 45

*Staple*½.....50%

PULLEYS.

Awning—Jap'd.....40&5% to 35&5%
Clothes Line.....20&10%

Hay Fork.
Iron Wheel, 5 in.....per doz. $1 85
Wood Wheel, 6 in.... " 1 80
Wood Wheel, 6 in., pass knot..... " 2 25

Hot House—Jap'd .....30&5%
Screw..... " .....30&5%
Side ..... " .....30&5%

Sash.
Clark's..... " 42
Common Sense, 2 in ..per doz $0 26
" Pattern, 2 in.. " 22
Empire..... " 24
Ideal..... " 22

PUMPS.

Pitcher Spout.

Nos.	1	2	3	4
Each	$.90	1.00	1.10	1.40

Spray.
Blizzard.....per doz. $14 50
Cyclone, tin..... " 3 40
" copper ..... " 6 75
Daisy..... " 9 00
Little Giant.....each 2 25

PUNCHES.

Conductors'.
No. 22.....per doz. $2 40
Machine.....per lb. 19

Saddlers'.
Common.....per doz. 60c@70c
Good..... " 72c@84c

PUTTY.

In Bladders.
Strictly pure.....per 100 lbs. 2 35
Commercial..... "

RAIL.

Barn Door.
Light Wrought.....per ft. 2½c
Safety..... " 4½c
Single Flange ..... " 1½c
Smith's Wro't Bracket, plain 3½c
Smith's Special 4½c
Smith's "Never Jump".....11c 50%
Smith's Plain Steel 30%
Smith's Milled Steel 4½c

Sliding Door.
Painted iron.....per ft. 4½c
Bronzed wrought iron... " 8½c

RAKES.

Coal or Wood.....per doz. $5.60

Garden.
Steel, braced.....80&10%
Steel, bow.....70c
Malleable Iron, heavy.....70&10&5

Hay.
Wood.....$1.40@$2 00

Lawn—Wood.
Common.....per doz. 2 35
Automatic ..... " 5 75
Gibbs'..... " 3 70
Jumbo, 36 teeth..... " 6 30

RASPS—See Files.

RAZORS.

Bo-ras-ic 50%
Red Devil.....50%

REGISTERS.

List December 5, 1904.

Black and White Japanned...70&10%
Nickel Plated.....70&10%
Electroplated, Brass, Bronze or Copper.....70&10%

RINGS

Bull.

Copper.....	2-in.	2½ in	3 in.
Per doz.....		$1.20	$1.60
Rea's Impro'd Self Piercing copper, pr d'z.		1.50	
Steel per doz..		.95	1.05
Nickel Plated		1.35	...

and Ringers—Hog.
Blair's Rings .....per doz. $0 60
Blair's Ringers..... " 85
Brown's Rings..... " 65
Brown's Ringers..... " 90
Champion Ringers... " 1 70
Hill's Ringers..... " 65
Hill's Ring, boxes..... " 45
Major Rings ..... " 80
Perfect Ringers..... " 95
Wolverine Rings..... " 1 50
Wolverine Ringers... " 70

Fruit Jar.
White.....per lb 30c

Key.
Split, round.....per doz. 17c
Split, square..... " 32c
Ball, Round..... " 32c

RIVETS.

and Burrs.
Copper Belt .....50&5%
Coppered Iron 75%
Tinners' .....66⅔@10%

Hame .....per lb. $0 00

Slotted Clinch.....per doz. 40c@45c

Tubular.
Nos. 1 and 2 assorted sizes, doz. 45c

RIVET SETS.

See Sets.

ROPE.

Cotton.
¼, 5-16-in. Com. on reels..per lb. 12½c
¼, 5-16-in. Com. in coils .. " 13c
¼, 5 16 Imperial in coils . " 22c

Sewall & Day Sisal Rope.
Rates.....10½c

Sisal.
Eagle, rates.....per lb. 8½c

Pure Manila.
Rates..... " 12½c

RULES.

Boxwood.....60%
Ivory .....35&5%

SASH WEIGHTS.

See Weights.

SAWS.

Back.
Disston's .....25&7½%
Jackson's.....25&7½%

Butchers'.
Disston's.....25&7½%

Circular.
Disston's.....50%
Hiles'.....50&10%

Compass.
Common.....per doz. $1.35@$1.60
Disston's.....25&7½%

Cross-Cut.
Atkins'.....25%
Disston's..... 40&10% &50%
Pocahontas Bit.....per ft. 30c
Pocahontas, Blued..... " 41c

Dehorning.
Atkins'.....per doz. $5 50
Disston's..... " 5 75

Hack.
Disston's.....25½%
Keystone.....30%

Hand and Rip.
Brown's .....30&7½%
Disston's No. 7.....30&7½%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120.....25&7½%
Gorham's Comb. .....30&7½%
Keystone.....30&7½%
Sam Sickles', hand....per doz.$4 25
"I Will," hand..... " 5 75
"I Will," rip..... " 6 75

Keyhole—Disston's.....25&7½%

Kitchen.
Sterling.....25%

One Man 50%

Panel.
Brown's.....30&7½%
Disston's No. 7.....30&7½%
Disston's No. D100.....25&2½%
"I Will".....40%

Pruning.
Avery's Duplex.....25&7½%
Brown's.....25&7½%
Disston's.....25&7½%

Wood.
Common.....per doz. $4 50
Handy..... " 7 60
Happy Medium..... " 7 00
Wood Sawyers' Delight " 8 25

SAW BUCKS—See Bucks.

SAW SETS—See Sets.

SAW TOOLS—See Tools.

SAW FRAMES.

Common, plain.....per doz. $1 20
" painted.... " 1 60

SCALES.

Counter.
Pelouze.....40&10%

Platform.
Osgood.....50%

SCOOPS.

Grain.
½ Bu. "Hercules,"..per doz. $13 75
1 " " " 15 50

SCRAPERS.

Box.
Stanley's Adjustable, per doz.$3 75
Triangular..... " 2 50

Cabinet.
Ajax.....per doz. $2 15
Cast Steel..... " 65c@75c
Stanley's No. 80..... " $11 50

Road.

Cubic ft.	7	5	3
Without runners, ea.	$4.15	3.90	3.65
With runners.... "	4.40	4.15	3.90

SCREWS.

Bench.
Iron .....50&5%
Wood, white maple..per doz. $3 60

Hand—Wood.....20%

Hand Rail.....70&10%

Jack .....75&10&10%

Lag or Coach—all sizes, gimlet pointed .....75&10%

Saw—Centennial.

Nos.	1	2	3	4	5	6
Per doz.	19c	22c	27c	32c	25c	27c

Wood.
F. H. Bright Steel.....87½, 10&10%
R. H. Blued Steel.....85&5%
F. H. Jap'd Steel.....82½&5%
F. H. Brass.....85&5%
R. H. Brass.....80&5%
R. H. Nickel Plated.....75%

SCYTHES.

Clipper, grain.....per doz. $8 12
Clipper, grass..... " 6 36

SHAVING SETS.

Smith & Hemenway.....60¢

SETS.

Nail.
Round, common.....per doz. $0 33
Square, " ..... " 42
Octagon " ..... " 33
Square, Buck Bros.. " 1 30
Cup Point, knurled, pr. doz. 70c@$1.20

Rivet.
Farmers'.....per doz. $1 45
Tinners'.....50&10¢

Saw.
Aiken's Pattern.....per doz. $3 50
Common Lever..... " 1 20
Disston's Monarch... " 6 50
" X Cut..... " 12 00
German ..... " 1 05
Morrill's Old Style... " 5 00
" Pattern.... " 4 25
Leach's..... " 4 80
Nashe's Hand..... " 3 15
" X Cut..... " 4 20
Stillman's Lever..... " 1 30
" X Cut..... " 2 50

SHARPENERS, SKATE.

Diamond.....per doz. $1 60
Smith & Hemenway.....20¢

SHAVES, SPOKE.

Iron.....per doz. $1.35@$2.75
Wood..... " 2.75@ 4.75
Bailey's.....50&5¢
Goodell's.....15¢
Stanley's Universal.....30&5¢

SHEARS.

Pruning.
Buckeye, No. 1.....per doz. $6 75
" No. 2..... " 8 40
California Pat.. 9 in.. " 4 20
" " 10 in.. " 5 00
Draw Cut, No. 3..... " 14 75
" " No. 4..... " 17 50
Henry's Pat. 0 01 14 012
Per doz.....$1.90 $2.50 $3.15 $3.30
Star.....per doz. $4.75

Sheep—No. BBA.
Inches..... 6 6½ 7
Reg. Grip..... $11.25 $11.50 $12.00
Nar. Grip, doz. 11.00 11.25 12.25

Tinners'—See Snips.

SHEAVES, SLIDING DOOR.

Common.
Inches..... 3 4 5
Per set..... $0.34 $0.42 $0.70

Hatfield's.
Per set..... .75 1.00 1.60

SHELLS—See Ammunition.

SHELLERS, CORN.

Union..... per doz. $6.75

SHIELDS.

Expansion Bolt Shields.....50&10¢

SHOES.

Conductor.
5-inch.....each 28c; per doz. $ 3.30
6 " ..... " 33c; " 3.90
60¢ discount to dealers on 2-inch, 3-inch and 4-inch plain, round and round corrugated shoes.

SHOE POLISH—See Polish.

SHOT—See Ammunition.

SHOVELS AND SPADES.

Coal.
No. 2 Ajax.....per doz. $5 25
No. 4 Golds..... " 6 25
Ames' new list.....Discount 12½¢
Per Doz.
Neverbreak, hollow bck, blk. $15 75
National.... " " " 14 75
Buckeye .... " " " 10 00
Mohawk.... " " " 9 00

Drain.
Iwan's Perfection.....50¢

Railroad, Etc.
Gold Hibbard's.....per doz. $9 25
C. H. Conover's..... " 7 75
Beckwith's..... " 7 75
Hickory..... " 6 25
Greenlea''s..... " 5 75
Columbus..... " 5 00
Ames' new list.....Discount 12½¢

Snow.
Per doz.....$1.65@$9.00

Alaska Steel.
D Handle.....per doz. $6 00
Long Handle..... " 5 00

SINKS.

Cast Iron.
Painted..... 50¢
Enameled, White.....60-10&5¢

Wrought Steel.
Painted, new list.....40 10&5¢

SLEDGES—See Hammers.

SNAPS, HARNESS.

Champion.....65¢
German Pattern.....30&5¢
Judd's Pattern.....60&10¢@70¢

SNATHS.

Double Ring, Bush.....per doz. $6 75
Patent Loop " .... " 7 30
" " Grass..... " 5 75

SNIPS, TINNERS'.

Hernisch's.....40&5¢
National.....40&10¢

SOLDER—See Metals.

SPRINGS, DOOR.

Perfect.
Nos..... 1 2 3 4
Per doz.... 28c 33c 35c 40c

Reliance.
Per doz.....light $1.45; heavy $2.20

Star.
Per doz..... light 90c; heavy $1.35
Torrey's.....per doz. $1.25
Warner's No..... 11 13
Per doz..... 75c $1.25

SQUARES.

Steel and Iron.....75&5¢
(Add for Bluing, $2.50 per doz., net)

Mitre.
Stanley's No. 12.....40¢

Try.
Stanley's No. 20, new list...30&10¢
" No. 12 and 14.....40¢

Try and Bevel.
Stanley's.....40&5¢

Try and Miter.
Fox's.....per doz. $6.75
Winterbottom's.....50¢

SQUEEZERS, LEMON.

Common Wood.....per doz. $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron.... " 75
Pearl, nickel plated..... " 1 30
Star, " " ..... " 1 60
Little Giant, tin'd iron. " 4 00
Drum, japanned..... " 3 60
Drum, nickel plated .... " 4 50

STAPLES.

Blind.
Barbed.....per ℔ 9¼@9¾c

Butter Tub..... " 8@8½

Fence—less than carload.
Polished.....per 100 ℔ $2 20
Galvanized..... " 2 50

Netting.
Galvanized..... ...per 100 ℔ 3 70

Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....85-10&5¢
Extra heavy.....85&5¢

STEELYARD.

Discount 25¢

STONES.

Axe.
Hindostan.....per ℔ 5½@7c
More Grit..... " 9½c
Washita ..... " 17 c

Emery.....60¢@60&5¢

Oil—Mounted.
Arkansas Hard.....per doz. $23 00
Arkansas Soft..... " 15 50
Hindostan .....per ℔ 6½@6¾

Oil—Unmounted.
Arkansas Hard.....per ℔ $2 00
Arkansas Soft..... " 1 10
Lily White..... " 45
Queer Creek..... " 15
Ouachita..... " 38
Washita ..... " 26

Sythe.
Black Diamond.....per gro. $7 75
Clear Grit..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 20
La Moille ..... " 7 00
White Mountain..... " 6 50
Willoughby Lake..... " 6 25
Red End..... " 3 15

STOPS, BENCH.

Hotchkiss'.....per doz. $3 50

STOPPERS, FLUE

Common.....per doz. $0 32
Crown ..... " 45
Gem, flat, painted..... " 72
Gem, cor'd, decorated.. " 65
Kirch's..... " 90
Peerless.... .... " 63
Skinner's Common Sense " 80

STOVE PIPE—See Pipe.

STOVE BOARDS—See Boards.

STOVE POLISH—See Polish.

STRAPS.

Scoop.....per doz. prs. $1 85
Skate..... " " 60@70c

STRETCHERS.

Carpet.
Bullard's.....per doz. $3 90
Excelsior..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50

Wire.
N. S. Elwood's..... " 6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Star Lever..... " 6 25
Star Tackle Block.... " 9 25
Warner's..... " 6 25

SWIVELS.

Malleable Iron.....per ℔ 6¼c
Wrought Steel.....per gro. $4 50

TACKS.

American Cut.....90&5¢
American Wire.....85&25&10¢
Bill Posters Cut.....90&40¢
Blued Carpet.....90&15¢
Tinned Carpet.....90&10¢
Gimp.....90&35¢
Upholsters' Cut.....90&40&5¢
Upholsters' Wire.....90&35¢
Double Pointed.....90&20¢
Copper.....per ℔ 32c
Canvas Nails.....75&5¢
Clout Nails .....75&5¢
Hungarian Nails.....80&5¢

TAPES, MEASURING.

Asses' Skin.....35¢
Bend Leather.....15¢
Patent Leather.....15¢
Lufkin's Steel.....25¢
Lufkin's Metallic.....25¢

TEE BEVELS—See Bevels.

THERMOMETERS.

Tin Case.....per doz. 80c@$1 25
Wood Back..... " $2.00@12 00
Glass..... " 12 00

TIES.

Bale.
Single Loop.....80&10¢
All other kinds.....70¢

Cow—See "Chains."

TOOLS, SAW.

Atkins' Dexter.....per doz. $4 50
Atkins' Excelsior..... " 6 50
Disston's Universal.....40¢

Minature.
Smith & Hemenway.....25¢

TRAPS.

Fly.
Balloon.....per doz. $1 10
Harper's..... " 1 30

Game.
Newhouse.....50¢
New Victor.....75&5¢

Mole.
Reddick's.....per doz. $5 60

Mouse and Rat.
Wood Choker.....per hole $0 11
Tin Choker..... " 09
Delusion.....per doz. 85
Imitation Sight, Rat. " 80
Marty Rat..... " 6 75
Marty Rat Imitation.. " 3 75
Marty Mouse..... " 3 15
Marty Mouse Imitation " 2 10
French Automatic.....each 3 60

TROWELS.

Brick.
Standard.....30¢
Brade's.....10&5¢
Disston's.....30¢
Rose's.....20¢

Plasterers.
Standard.....33⅓¢
Disston's.....30¢
W. & McP.....25¢

TRUCKS.

Bags.....each $1 70
Handy..... " 1 50
Warehouse.....60&5¢

No	1	2	3
Half Ironed	$2.65	$3.40	$5.00
Full Ironed	3.90	5.75	6.75

TUBS, WASH.

Standard.

Nos	3	2	1	Ex. large
Per doz	$4.75	$5.65	$6.50	$ 8.75

Dowell.

Per doz	5.60	6.65	7.50	10.00

Cedar.

Per doz	6.50	7.50	8.25	11 50

Indurated.

Per doz	7.20	7.95	9.45	11.70

Galvanized.

No	1	2	3
Per doz	$5.25	$5.75	$6.50

TWINE.

Per ℔
3-ply Cotton Wrapping.....19c
4 " " " 19c
4 " " Extra Wrappings.....24c
4 " " " Hvy. Wrappings.23c
4 " " Wrapping on tubes...24c
3 " " " " cones...21c
4 " " " " " ...21c
India Hemp, ¼-lb. balls.....18c
" " ½-lb. " 17c
" " ¼-lb. " .....doz. 65c
2-ply " ¼-lb. " 12c
3-ply " ½-lb. " 11c
Jute Wrappings, ½-lb. balls.....12c
Jute Wool, 1-℔. balls.....6c

Seine.

Nos	6	9	12	15+
Soft, per ℔	24½	22	21	20½
Med. "		22	21	20½
Hard "		23½	22½	22½

Staging, ½-lb. ball, size 21.....21½c
" " " " 24.....21c
" " " " 27.....21c
Bagging " " 22c
3-ply "B" in hanks.....19c
4 " "B" " 19c
3 " "A" " 29c
3 " Silver Finish, in hanks....29c

Fodder or Lath.
130-strand 7¾c
200-strand. 8½c

VISES.

Bonney's.....25¢
Cheney's .....20¢
Parker's Oval Slide.....
.....50, 10, 2½¢ @ 50 10, 5, 2½¢
Parker's Parallel.....15&20¢
Parker's Victor.....10¢
Parker's Combination.....65¢
Solid Box.....60&5¢
Adam's Mechanics'.....each 2 65
Williamson Universal.....40¢

WARE.

Cast-Iron Hollow.
Ground.....50&10¢
Unground .....60&5¢
Extra Finished.....40&10
White Enameled.....40, 10&5¢

Enameled.
Cherry Blossom and Chrysolite..50¢

WASH BOARDS—See Boards.

WASHERS.

Standard O. G. cast iron...per ℔. 2½c
Wrought iron in bulk per ℔.:

In.	½	⅝	¾	⅞	1	1¼	1½
	7½c	5½c	4c	3½c	3½c	3½c	3½c

Wrought steel in 5 ℔. boxes, per ℔.

In.	½	⅝	¾	⅞	1	1¼	1½
	8½c	6½c	5c	4½c	4½c	4½c	4½c

WASHING MACHINES—See Machines.

WEDGES.

Ax.....per doz....30c
Galling .....per ℔ 10½c
Saw ..... " 8½c

WEANERS.

Calf.
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz ..... 2 50 to 3 25
Standard, per doz..... 2 75
Hoosier, per doz..... 3 10 and 4 15

WEIGHTS.

Hitching ....per ℔ 2½c
Sash—F.O.B. Chicago...pr ton $21 00

WHEEL BARROWS.

Common Railroad....per doz..$15 50
Heavy " .... " .. 19 50
Railroad, ball bearing " .. 19 00
Favorite Steel Tray.. " .. 25 00
No. 04 Steel Dirt.... " .. 47 00
No. 04½ " " .... " .. 50 00

WHEELS.

Corundum .....70&10&5¢
Emery .....75&5¢

Well in.	8	10	12	14
Per doz	$1.90	$2.20	$3.00	$5.50

WIRE.

Barbed	Painted.	Galv'd.
Carloads..per 100 lbs..	$2.10	$2.40
Less than car " ..	2.10	2.40

Brass.
In coils.....20¢
In 1 ℔ spools, new list.....50&10¢

Broom—Tinned.....60&10&10&10¢

Cable—Same price as Barbed Wire.

Copper.
In coils.....20&10¢33⅓¢
In 1 ℔ spools, new list ... 50&10¢

Fence—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $1.95
Nos. 6 to 9, Galvl'd... " 2.25

Hair—New list.....50&10¢

Market.
Bright, full bdles.....70&10¢
Bright, broken bdles.....70¢
Coppered, full bdles ..... 70¢
Coppered, broken bdles.....65&10¢
Tinned, full bdles.....70&5¢
Tinned, broken bdles.....65&10¢

Picture—In coils.....80¢@80&10¢
In 5 ℔. spools. .....per ℔.. 26c

Plain—Small lots..... $2.00
Car lots 1.95
Small spools 5c per hundred higher.

WRENCHES.

Acme Standard..... .60¢
Alligator ....70&10¢
Always Ready.....50¢
Bemis & Call No. 2 Improved Pipe Wrenches ..... .60¢
Coe's Standard.....40c10¢
Girard's Agricultural.....75&50¢
Wescott's "S".....33⅓¢
Malleable "S".....per ℔. 05½c
Malleable..... " 05½c
Stillson Pipe.....60&5¢
Trimo " .....60¢

WRINGERS.

Clothes.
No. 22, Guarantee....per doz.$29 50
No. 110, Guarantee.... " 29 50
No. 110, Brighton..... " 18 00
No. 22, Pioneer..... " 18 00
No. 2, Superb..... " 17 50
No. 730, Easy..... " 24 00
No. 500, Royal ..... " 26 00
No. 350, Universal.... " 23 50
No. 300, Novelty..... " 23 50
No. 310, Keystone . .. " 22 50
No. 100, Rival ..... " 19 00

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Columbus Bolt Wks., Columbus, O

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Craig-Reynolds Fdy. Co., Dayton, O
Detroit Heating & Lighting Co., Detroit, Mich
Green Fdy. & Furn. Wks., Des Moines, Ia
Haynes-Langenberg Mfg. Co., St. Louis
Henry & Scheible Co., Cleveland, O
Keith Furn. Co., Des Moines, Ia
Kelsey Heat'ng Co., Syracuse, N.Y
Kontny, John, Chicago, Ill
Koons, Wm. U., Danville, Ill
Kruse & Dewenter, Indianapolis, Ind
Mannen & Esterly Co., Cleveland, O
March-Brownback Stove Co., Pottstown, Pa
Meyer Furn. Co., Peoria, Ill
Miller Range & Furn. Co., Cincinnati, O
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Pittsburgh Stove & Range Co., Pittsburgh, Pa
Robinson Furn. Co., Chicago, Ill
Rohrbacher & Allen, Akron, O
Schwab & Sons Co., Milwaukee, Wis
Smith, Chas. Co., Chicago, Ill
Union Stove Works, New York, N.Y
Wellsburg Heating & Fdy. Co., Wellsburg, W. Va
Wise Furn. Co., Akron, O
Youngstown Furn. & Supply Co., Youngstown, O

Furnace Pipe and Fittings

Farwell, Ozmun, Kirk & Co., St. Paul, Minn
Green Fdy. & Furn. Wks., Des Moines, Ill
Meyer, F. & Bro. Co., Peoria, Ill
Mueller, L. J. Furn. Co., Milwaukee, Wis

Furnace Repairs

Dust, Wm. T. Co., Detroit, Mich
Morris Stove Repair Co., Chicago, Ill
Northwestern Stove Repair Co., Chicago

Galvanized Tubs and Pails

Wheeling Corrugating Co., Wheeling, W. Va

General Merchandise

Lyon Bros., Chicago, Ill

Hammers

Franklin Specialty Co., Reading, Pa

Hand Screws

Grand Rapids Hand Screw Co., Grand Rapids, Mich

Hangers—Trouser

Pullman Mfg. Co., Rochester, N.
Taplin Mfg. Co., New Britain, Conn

Hardware Jobbers
Clark, Quien & Morse, Peoria, Ill
Farwell, Ozmun, Kirk & Co., St. Paul, Minn
Lee-Glass-Andreesen Hdw. Co., Omaha

Hatchets
Franklin Specialty Co., Reading, Pa

Hay Carriers
Porter, J. R., Ottawa, Ill
Stowell Mfg. & Fdy. Co., Milwaukee

Hay Knives
Ely Mfg. Co., Girard, Pa

Heaters—Steam and Hot Water
Boynton Furn. Co., New York
Craig-Reynolds Fdy. Co., Dayton, O
Detroit Heating & Lighting Co., Detroit, Mich
Haynes-Langenberg Mfg. Co., St. Louis
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis

Hinges—Spring
Bommer Bros., Brooklyn, N.Y
Lawson Mfg. Co., Chicago, Ill

Hollow Ware
Avery Stamping Co., Cleveland, O
Sperry, D. R. & Co., Batavia, Ill

Hot Water Attachments
Smith Co., Chas., Chicago, Ill

Household Inventions
Silver & Co., Brooklyn, N.Y

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia, Pa

Ice Picks
Arcade Mfg. Co., Freeport, Ill
Franklin Specialty Co., Reading, Pa

Kitchen Utensils
Arcade Mfg. Co., Freeport, Ill
Avery Stamping Co., Cleveland, O
Silver & Co., Brooklyn, N.Y
Taplin Mfg. Co., New Britain, Ct

Lanterns
Berger Mfg. Co., Canton, O
Hurwood Mfg. Co., Bridgeport, Ct

Levels
Baker-McMillen Co., Akron, O
Chapin-Stephens Co., Pine Meadow, Ct
Ohio Tool Co., New York, N.Y
Stanley Rule & Level Co., New Britain, Ct

Lightning Rods
Security Lightning Rod Co., Burlington, Wis

Lighting Systems
Detroit Heating & Lighting Co., Detroit, Mich

Locks
Taylor & Boggis Fdy. Co., Cleveland, O

Mail Boxes
Blick-Williams Co., Indianapolis, Ind
Signal Mail Box Co., Joliet, Ill
Smith Bros. Mfg. Co., Indianapolis, Ind

Meat Choppers
Smith & Hemenway, Corp., Ltd. New York
Enterprise Mfg. Co. of Pa., Philadelphia, Pa

Metal Lath
Wheeling Corrugating Co., Wheeling, W. Va
Bostwick Steel Lath Co., Niles, O

Metal—Perforated
Harrington & King Perforating Co., Chicago, Ill

Metal Polish
Hoffman, Geo. W., Indianapolis, Ind
Nickel Plate Stove Polish Co., Chicago

Metal Shingles
Burton, W. J. Co., Detroit, Mich
Cortright Metal Roofing Co., Philadelphia
Nat'l Sheet Metal Roof. Co., Jersey City

Mica
Brauer, A. G., St. Louis, Mo
Dust, Wm. T. Co., Detroit, Mich
Morris Stove Repair Co., Chicago, Ill
Munsell, Eugene & Co., New York, N.Y

Miters
Whitacre Mfg. Co., J. R., Rockford, Ill

Molding Sand
Newport Sand Bank Co., Newport, Ky

Mops
Arcade Mfg. Co., Freeport, Ill
Ely Mfg. Co., Girard, Pa

Mouse Traps
Chasse Mfg. Co., Middleton, N. Y

Nail Pullers
Smith & Hemenway, Corp., Ltd. New York

Nuts
American Lock Nut Co., Oregon, Ill
Atlas Bolt & Screw Co., Cleveland, O
Columbus Bolt Works, Columbus O
Garland Nut & Rivet Co., Pittsburgh, Pa.

Oil Cans
Cooney & Geiger, Indianapolis, Ind

Ovens
Evans Stamping & Plating Co., Taunton, Mass

Pails—Milk
Lechner, Fred. W., Wenona, Ill

Paints
Connors, Wm. Paint Mfg. Co., Troy, N.Y
Dixon, Jos. Crucible Co., Jersey City, N.J

Pencils
Dixon, Jos. Crucible Co., Jersey City, N.J

Perforated Metal
Harrington & King Perforating Co., Chicago, Ill

Planes
Chapin-Stephens Co., Pine Meadow, Ct
Ohio Tool Co., Columbus, O
Stanley Rule & Level Co., New Britain, Ct

Pliers
Utica Drop Forge & Tool Co., Utica, N.Y

Posts—Steel Fence
Avery Stamping Co., Cleveland, O

Printing
Blakely, Vern, North Girard, Pa

Pumps
Beckman Bros., Des Moines, Ia
Berger Mfg. Co., Canton, O

Punches
American Lock Nut Co., Oregon, Ill
Bertsch & Co., Cambridge City, Ind
Globe Mch. & Stamp. Co., Cleveland, O
Niagara Mch. & Tool Wks., Buffalo, N.Y
Walker Tool Co., Lansing, Mich
Weiss, H. & Co., New York, N.Y

Rasps
Disston, Henry & Sons., Philadelphia, Pa

Registers
Ferrosteel Co., Cleveland, O
Henry & Scheible Co., Cleveland, O
Mueller, L. J., Furn. Co., Milwaukee, Wis
Schreiber & Conchar Mfg. Co., Dubuque, Ia
Schwab & Sons Co., Milwaukee, Wis
Stowell Mfg. & Fdy. Co., Milwaukee, Wis
Tuttle & Bailey, New York, N.Y
United States Register Co., Battle Creek, Mich
Waterloo Register Co., Waterloo, Ia

Roofing—Asphalt
Asphalt Ready Roofing Co., New York
Stowell Mfg. Co., Jersey City, N.J

Roofing—Iron and Steel
Berger Mfg. Co., Canton, O
Bostwick Steel Lath Co., Niles, O
Burton, W. J. Co., Detroit, Mich
Canton Steel Roofing Co., Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
Kanneberg Roofing & Ceiling Co., Canton, O
La Crosse Steel Roof. Co., La Crosse, Wis
Nat'l Sheet Metal Roof. Co., Jersey City
Reeves Mfg. Co., Canal Dover, O
Sykes Steel Roofing Co., Chicago, Ill

Roofing Cement
Connors, Wm. Paint Mfg. Co., Troy, N.Y
Garry Iron & Steel Co., Cleveland, O

Roof Paint
Connors, Wm. Paint Mfg. Co. Troy, N.Y
Dixon, Jos. Crucible Co., Jersey City, N.J
Garry Iron & Steel Co., Cleveland, O
Stowell Mfg. Co., Jersey City, N.J

Rules
Chapin-Stephens Co., Pine Meadow, Ct
Lufkin Rule Co., Saginaw, Mich
Stanley Rule & Level Co., New Britain, Ct

Sad Irons
Enterprise Mfg. Co. of Pa., Philadelphia, Pa
Schreiber & Conchar Mfg. Co., Dubuque, Ia

Sash Balances
Grand Rapids Hdw. Co., Grand Rapids, Mich
Pullman Mfg. Co., Rochester, N.Y

Saw Handles
Ely Mfg. Co., Girard, Pa

Saw and Saw Sets
Atkins, E. C. & Co., Indianapolis, Ind
Disston, Henry & Sons, Philadelphia, Pa

Scales
Beckman Bros., Des Moines, Ia
Osgood Scale Co., Binghamton, N.Y

School of Salesmanship
Sheldon School, Chicago

Screen Door Check
Pullman Mfg. Co., Rochester, N.Y

Screen Hinges
Kees, F. D., Beatrice, Neb

Screens—Perforated Metal
Harrington & King Perforating Co., Chicago, Ill

Screens—Radiator
Harrington & King Perforating Co. Chicago, Ill

Screws
Atlas Bolt & Screw Co., Cleveland, O
Columbus Bolt Works, Columbus, O

Screws—Hand
Chapin-Stephens Co., Pine Meadow, Ct
Grand Rapids Hand Screw Co., Grand Rapids, Mich
Ohio Tool Co., Columbus, O

Screw Drivers
Hurwood Mfg. Co., Bridgeport, Ct
North Bros. Mfg. Co., Philadelphia, Pa
Smith & Hemenway, Corp., Ltd. New York

Shears
Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, H. & Co., New York, N.Y

Sheet Metal Specialties
Friedley & Voshardt, Chicago, Ill
Gerock Bros. Mfg. Co., St. Louis, Mo
Kinne Mfg. Co., Minneapolis
Kinsey Mfg. Co., Dayton, O
Mullins Co., W. H., Salem, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

Sheets—Black and Galvanized
Berger Mfg. Co., Canton, O
Wheeling Corrugat'g Co., Wheeling, W.Va

Sheets—Planished
Ward-Dickey Steel Co., Indiana Harbor, Ind

Shelf-Brackets
Atlas Mfg. Co., New Haven, Ct

Shelving—Hardware
Heller & Co., Mont Clair, N. J

Shovels
Avery Stamping Co., Cleveland, O

Sifters
Stuber & Kuck, Peoria, Ill

Skates—Cycle
Cycle Skate & Spt. Goods Co., New York

Skylight Gearing
Weiss, H. & Co., New York, N.Y

Slate
Auld & Conger Co., Cleveland, O
Johnson, E. J. & Co., New York, N.Y
O'Halloran & Jacobs, Pittsburgh, Pa

Soldering Furnaces
Clayton & Lambert Mfg. Co., Detroit

Sporting Goods
Enterprise Mfg. Co., Akron, O

Squares, Machinists'
Disston, Henry & Sons, Philadelphia, Pa
Duby & Shinn, New York City, N Y
Stanley Rule & Level Co., New Britain, Ct

Stampings—Sheet Metal
Avery Stamping Co., Cleveland, O
Globe Machine & Stamping Co., Cleveland, O

Staples
Titchener & Co., Binghamton, N.Y

Stoves and Steel Ranges
Beckwith, P. D. Estate, Dowagiac, Mich
Bergstrom Stove Co., Neenah, Wis
Cahoone Co., New York, N.Y
Champion Steel Range Co., Cleveland, O
Cole Mfg. Co., Chicago
Farwell, Ozmun, Kirk & Co., St. Paul, Minn
Foster Stove Co., Ironton, O
Galusha Stove Co., Rochester, N.Y
Gem City Stove Co., Dayton, O
Globe Stove & Range Co., Kokomo, Ind
Joliet Stove Works, Joliet, Ill
Kontny, John, Chicago, Ill
March-Brownback Stove Co., Pottstown, Pa
Miller Range & Furn Co., Cincinnati, O
Pittsburgh Stove & Range Co., Pittsburgh, Pa
Rasor & Co., Wm., Cincinnati, O
Reeves, S. V., Philadelphia, Pa
Ringen Stove Co., St. Louis, Mo
Toledo Stove & Range Co., Toledo, O
Union Stove Works, New York, N.Y
Willard, Wm. G., St. Louis, Mo

Stoves—Gas
Fanner Mfg. Co., Cleveland, O
Pittsburgh Stove & Range Co., Pittsburgh, Pa
Ringen Stove Co., St. Louis, Mo

Stoves—Oil
Barler, A. C. Mfg. Co., Chicago, Ill
Litchfield, J. M., New York, N.Y
Ringen Stove Co., St. Louis, Mo
Silver & Co., Brooklyn, N.Y

Stove Carriers
Kramer Bros. Fdy. Co., Dayton, O

Stove Casters
Kramer Bros. Fdy. Co., Dayton, O

Stove Cement
Dixon, Jos. Crucible Co., Jersey City, N.J

Stove Clay
Bridgeport Crucible Co., Bridgeport, Ct

Stove Lifters
Kramer Bros. Fdy. Co., Dayton, O

Stove Lining
Williams Stove Lining Co., Tauton, Mass

Stove Mats
Stuber & Kuck, Peoria, Ill

Stove Patterns
Cope Pattern Wks., Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N.Y
Weller Pattern Co., Quincy, Ill

Stove Pipe
Kinne Mfg. Co., Minneapolis
Ohio Stove Pipe & Mfg. Co., New Philadelphia, Ohio
Reeves Mfg. Co., Canal Dover, O
Wheeling Corrugat'g Co., Wheeling, W.Va

Stove Pipe Radiators
Rochester Radiator Co., Rochester, N.Y

Stove Pipe Thimbles
Stuber & Kuck, Peoria, Ill

Stove Polish
Black Silk Stove Polish Wks., Sterling, Ill
Nickel Plate Stove Polish Co., Chicago

Stove Repairs
Brauer, A. G., St. Louis, Mo
Brucker, M., Chicago
Dust, Wm. T. Co., Detroit, Mich
Kramer Bros. Fdy. Co., Dayton, O
Manufacturers' Stove Repair Co., Chicago
Morris, Stove Repair Co., Chicago, Ill
North Western Stove Repair Co., Chicago
Reeves, S. V., Philadelphia, Pa

Stove Trimmings
Fanner Mfg. Co., Cleveland, O

Sugar Kettles
Sperry & Co., Batavia, Ill

Tanks—Oil and Gasoline
Smith Bros. Mfg. Co., Indianapolis, Ind

Tapes
Lufkin Rule Co., Saginaw, Mich

Thermometers—Oven
Evans Stamping & Plating Co., Taunton, Mas

Tin—Perforated
Harrington & King Perforating Co., Chicago, Ill

Tinplate
Berger Mfg. Co., Canton, O
Eller, J. H. & Co. Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Garry Iron & Steel Co., Cleveland, O
Illinois Roofing & Supply Co., Chicago, Ill
Lee-Glass-Andreesen Hdw. Co., Omaha
McClure Co., Philadelphia, Pa
Merchant & Evans Co., Philadelphia, Pa

Tinware
Lelance & Grosjean Mfg. Co., Chicago, Ill
Stuber & Kuck, Peoria, Ill

Toasters
Hulofson Co., A. C., San Francisco

Toilet Paper Holders
Franklin Specialty Co., Reading, Pa

Trowels
Atkins & Co., Indianapolis, Ind
Disston, H. & Sons, Philadelphia, Pa

Tubs and Pails
Wheeling Corrugat'g Co., Wheeling, W.Va

Typewriters
Remington Typewriter Co., Chicago

Ventilators
Friedley & Voshardt, Chicago, Ill
Globe Ventilator Co., Troy, N.Y
Merchant & Evans Co., Philadelphia, Pa
Powers Bros., Streator, Ill

Wagons
Sycamore Wagon Works., Sycamore, Ill

Washing Machines
Benbow-Brammer Mfg. Co., St. Louis, Mo
Blackstone Mfg. Co., Jamestown, N.Y
Brammer, H. F. Mfg. Co., Davenport, Ia
Clark, Quien & Morse, Peoria, Ill
Voss Bros. Mfg. Co., Davenport, Ia
Waverly Woodenware Co., St. Joseph, Mo
White Lily Washer Co., Davenport, Ia

Windows
Mullins Co., W. H., Salem, O

Wire Anchors
Lenawee Mfg. Co., Adrian, Mich

Wire Goods
Denning Wire & Fence Co., Cedar Rapids, Ia
Titchener & Co., Binghamton, N.Y

Wants and Sales.

For yearly subscribers to THE AMERICAN ARTISAN will be inserted under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.

BUSINESS CHANCES.

PATENTS

HUBERT E. PECK, 623 F St., N. W., Washington, D. C. Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Applications."

For Sale—Hardware stock and tinners' tools of the late J. S. Dewey. Price, $1,800, cash down; including building and lots, $3,000. This is the finest opening in the state for a good tinner. Address Mrs. J. S. Dewey, Oakdale, Nebr. 12

For Sale—Hardware, stoves, paints, etc. Clean up-to-date stock and fixtures about $3,500; small town in rich farming country in Wisconsin; only stock in town. Store 20x70; warehouse 24x40; low rent; other business in view. Address "Wisconsin," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 12

For Sale—Stock of hardware of about $10,000 in a good lively town with a good country surrounding; one of the best locations in the city; located in a room 25x120, with basement. Anyone interested please address Winslow Mer. Co., Box 186, Livingston, Mont. 11

Wanted—A second-hand outfit of either the Werner or Riverside store fixtures. Write what you have and prices on same. Address M. Bergan & Bro., Manhattan, Ill. 11

For Sale—Stock of hardware less than a year old, and new store building in new growing town in South Dakota; best farming country surrounding; will rent building; must sell on account of poor health. Address "Best," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

For Sale—Hardware store at invoice of stock for $4,000. Only hardware store in town of 4,000 people. Hardware business active, twenty-four houses under construction in town at present. Within 20 miles of Chicago. Low rental. Good tinshop goes with place. Reason for selling, owners wish to retire. Address "Illinois," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 10

For Sale—A complete stock of hardware stores, tinware, furniture, wall paper, undertaking, farm machinery, buggies and wagons; tin shop in connection. Located in one of the best counties in Illinois; in a city of 2,000. Stock invoices about $20,000; annual sales from $50,000 to $60,000; trade increasing; location best in town; will rent or sell brick block; this business in the past ten years has netted the present owners from $30,000 to $35,000. No trades whatever considered. "Cash." Don't write unless you mean business. A chance of a life time; open for 30 days only; ill health reason for selling. Address "Business Chance No. 69," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 11

For Sale—A well established hardware business with tin shop in connection, in a county seat in northern Illinois. Address Otto Jessen, Mt. Carroll, Ill. 8

TINNER'S TOOLS.

Wanted—One 30-inch squaring shears, one 30-inch sheet iron folder, one hollow mandrel, one stove pipe beader and crimper. Address B. Harms, Flanagan, Ill. 12

Wanted.—One pair second-hand, thirty-inch squaring shears. Address O. R. Gates, Independence, Ia. 9

Wanted—A strong set of 30 inch squaring shears. Must be strong and durable. Address Quick & Willis Co., Moline, Ill. 8

For Sale—A complete set of tinners' tools, machinery and staker. All in first-class working order. We will sell at a bargain, as we have two sets. Address Koenig & Dun, Forest Jct., Wis. 8

HELP WANTED.

Wanted—Salesman visiting stove and hardware trade to handle as a side line on commission an article selling for $4.25. Ready seller. Address Central Foundry Co., Detroit, Mich. 12

Wanted—A good tinner and furnace man; steady job to the right man. Address J. T. Crampton, Aurora, Ill. 12

Wanted—At once, first-class cornice makers; steady job for two or three first-class men. Address Messenger & Parks, Aurora, Ill. 12

Wanted—Experienced tinner; must understand furnace work; steady employment to good man; must be strictly temperate; state experience and wages wanted; references required. Address D. C. Purdy & Sons, Highland Park, Ill. Suburb of Chicago. 12

Wanted—At once; first-class tinner and furnace man. One who can install hot air furnaces. Man with some knowledge of plumbing preferred. Steady job; state wages and experience. Address The Iola Hdw. Co., Iola, Wis. 12

Wanted—First-class job workman and furnace hand; good steady job for a sober and reliable man. Position in Chicago. Address "F. K.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 12

Wanted—At once, first-class furnace man who also understands other tin and galvanized iron work. Good wages to sober steady man. Address Albert B. Guenther, Owensboro, Ky. 12

Wanted—Traveling hardware salesman, in all territory, to sell the "Best Chimney Cap;" well advertised; sells on sight and is sure repeater. Good commission to hustler with references. Address Sterling Foundry Co., Sterling, Ill. 12

Wanted—Immediately, first-class tinner for steady job the year around; state age and wages required in first letter. Address O. Woods, Morrison, Ill. 12

Wanted—A young man at once who understands installing furnaces and some knowledge of pipe work. Wages, 30c per hour. Need no reference but wants to be sober when at labor. Address Albert W. Lichtfeld Bros., Libertyville, Iowa. 12

Wanted—At once, a first-class tinner and furnace man; one with some knowledge of plumbing preferred; steady job and good wages to right party. State wages wanted in first letter. Address Box 63, North Baltimore, Ohio. 12

Wanted—An experienced hardware and stove salesman; in fact, a bright, energetic young man with experience, capable of selling a general line in a retail hardware store. Must be a hustler and well recommended. To such we have a good position to offer. Address Brady Bros. Hdw. Co., Sadorus, Ill. 12

Wanted—At once, a man who can do an ordinary job of plumbing, installing hot water and warm air furnaces and do tin work. To a good sober industrious man we will pay good wages; $15 to $20 per week. Steady time; one who speaks German preferred. Address W. W. Anderson & Co., Sadorus, Ill. 12

Wanted—A good hustler to do plumbing, furnace work and general work done in connection with tinshop. A steady job for a reliable man; state wages when writing. Address Lock Box 7, Bloomington, Wis 9

Wanted—A good, all around tinner and furnace man with experience at plumbing; wages $2.50 per day. Grebe Hardware & Harness Mfg. Co., Barrington, Ill. 12

Wanted—A first-class tinner who can do pipe and plumbing work. This is a western job and a steady one to the right man. Address, stating wages and ability, "Texas," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 11

Wanted—A tinner at once; steady position. State wages. Can use tinner that can do common tin work, repairing, general shop work, spouting and roofing, with a chance to learn furnace work, hot water and steam heating. Good shop and plenty of tools. E. R. Gardner, Monticello, Ind. 11

Wanted—At once, good all around tinner and furnace man; would like man who also has some knowledge of plumbing and hot water heating; steady job year around. State experience and wages wanted. Address W. L. Grimes, Batavia, Ill 11

Wanted—At once, a good all around tinner and furnace man; a good place, a good shop and good tools. Want a man that is looking for a steady job, at good wages. Address M. V. Secor, Grinnell, Iowa. 11

HELP WANTED.

Wanted—At once, a good tinner and furnace man. R. J. Slothower & Sons, Dixon, Ill. 11

Wanted—Good tinner that can help clerk or set up stores; send references and state wages. Hunter Bros., Cando, N. D. 10

SITUATIONS WANTED.

Wanted—Steady position as tinner. I am 39 years old; married and strictly sober; have had 21 years' experience. Can do all kinds of tin and sheet iron work and hot air heating; can estimate from plans; have been foreman in the leading shops. Would like a position along the 'Frisco R. R. or Iron Mountain R. R. in Missouri. Address "H. M.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 12

Wanted—Situation by young man with seven years at the hardware business in some good store in some good town in eastern Nebraska or South Dakota preferred. Can speak German or English; strictly sober. The best of reference can be furnished. Address J. T. W., 416 S. Carroll St., Carroll, Iowa. 12

Wanted—Situation by good all around tinner and furnace man; also good in store; want a steady position; am married. Address A. W. Arps, Schleswig, Iowa. 12

Wanted—Position as clerk in a retail hardware store; have had five years' experience; can do tin work. Address Box 9, Lombard, Ill. 11

Wanted—Position as clerk in a retail hardware store. Have had 7 years' experience in hardware business; am handy in tin shop, can give best of references. Address "Retail," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 10

Wanted.—By the 1st of October, position by experienced hardware and stove salesman with some retail dealer in town of 3,000. Address "H. D. G.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 9

SPECIAL NOTICES.

WANTED

Tinners and cornice makers for inside and outside work. Steady employment guaranteed to good mechanics. Scale of wages, 42½ cents per hour. Non-union preferred. Address

THE ZAHNER MFG. CO.,

2t 12 Kansas City, Mo.

WANTED

Wood Pattern Makers on Stove work. Address "Pattern Maker," care of AMERICAN ARTISAN.

w. f. n.

WANTED

Foreman for shop employing twenty men doing tin work, cornice work, slate roofing, plumbing, furnace, steam and water heating; city of 40,000 population, 50 miles from Chicago; old established firm. Address Box 910, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 2t 11

WHO WOULD STOOP SO LOW

as to use an ordinary Dust Pan, when they can get a "20th Century Dust Pan" for 25c, which requires no stooping, takes up the dust cleaner, and being made of the best Polished Steel, will last longer than ten ordinary Dust Pans. The people want it, and it pays to supply them with what they want.

SCHOFIELD & CO., MFRS.
FREEPORT, ILL.

The Men Behind The Sales

DON'T you see how very much the fight depends on them? They sell your goods—or not. They boom your reputation or cloud it. They please and extend your custom—or turn it away. They swell your profit-sheet—or become a tax on you. They are loyal agents in your success—or thorns in your business path.

Which way do you like them best? You know that after all they are human plants and must surely improve under wise cultivation. Won't it pay better to develop than be forever changing or scolding or "firing" them? Beyond all doubt it will.

The business science taught by The Sheldon School (on an ideal correspondence plan) never fails to tone up and vitalize these human plants. It is no less valuable to heads and managers of firms. It is a science of character and true success.

To the salesmen who masters it our science spells VICTORY. It fits him for superior methods to sell the goods easily and sell with profit. It endows him with a bearing that makes friends of all your patrons and constantly adds to your trade. It plants in him such a spirit of thrift, energy, order and high purpose that his services grow in value every day. It makes him a sure business-getter and business-builder as well as a loyal, courteous and cheerful worker, and thus not only a comfort to all around him, but a strong factor in the prosperity of your business. Some of the best firms in the country have urged and are helping their sales-people take this Course and they find it pays. Send for The Sheldon School prospectus, (1576) The Republic, Chicago, and it will show you ways and means of taking the course and thus enable you to increase your earnings.

SPECIAL NOTICES.

WANTED

Twenty-five or more salesmen to carry a high grade line of Enameled and Tinware as a side line on a very liberal commission basis. Just the line for an active stove or hardware specialty salesman to increase his yearly income handsomely. Give references and experience. Address, "MANUFACTURER," No. 539 Frederick Street, Milwaukee, Wisconsin. 1t-11

TINNERS AND CORNICE MAKERS

can learn to cut patterns for anything made of sheet metal by taking our course by mail. Write for free sample plate, prices and terms. Home Industrial School, Milwaukee, Wis. 4t-11

WANTED

Salesmen for a quick-selling line to the hardware and stove trade. Good commissions. "E. C. F.," care THE AMERICAN ARTISAN, Chicago. 2t-11

WANTED

Position as road salesman, with furnace manufacturer, or general hardware; am well acquainted throughout the West, North and Southwest, and in either of the above lines; am confident that I can give satisfaction; references furnished. Address W. J., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 3t-11

WANTED

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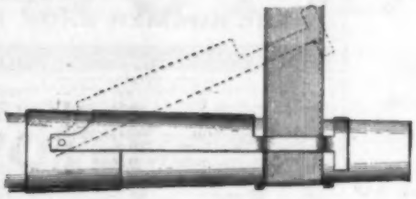

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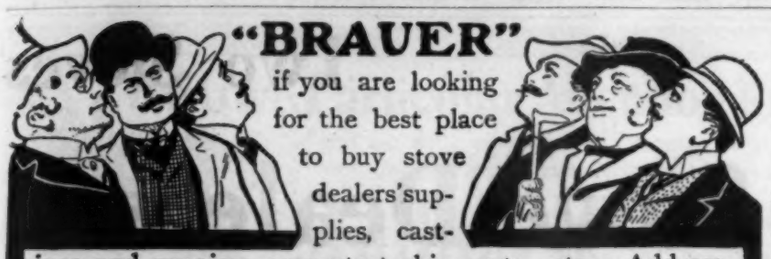

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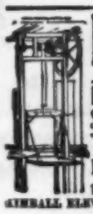

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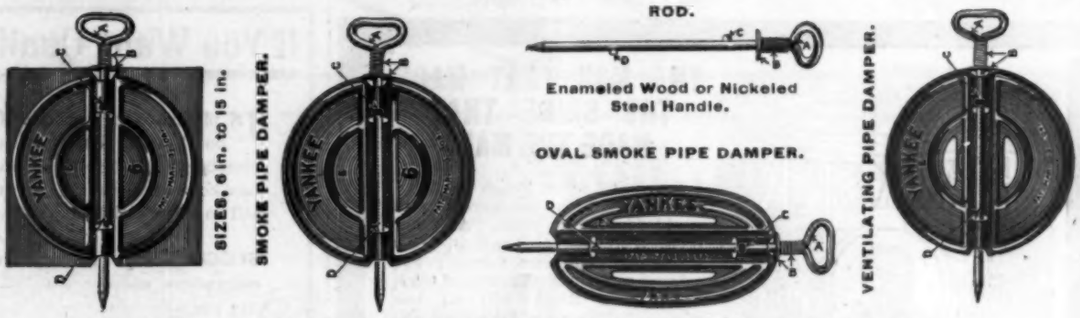

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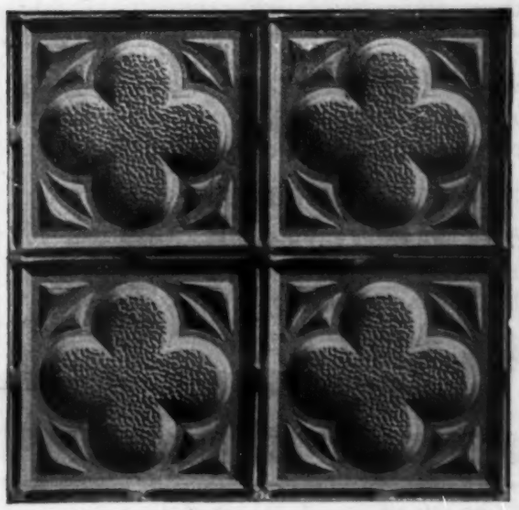

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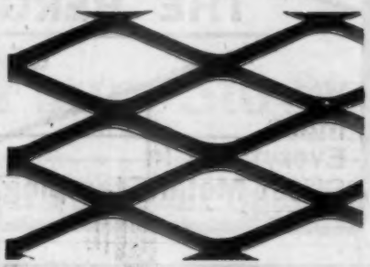

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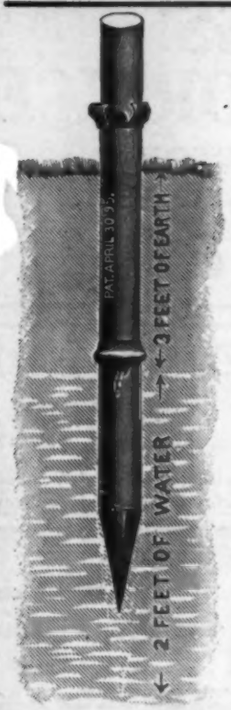

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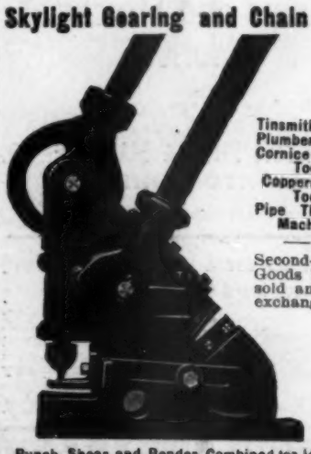

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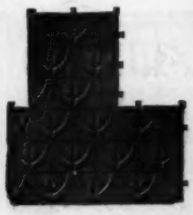

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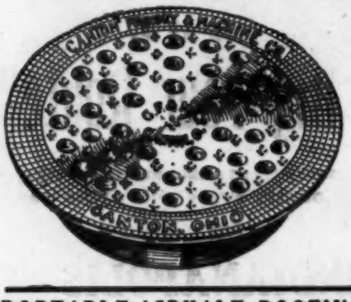

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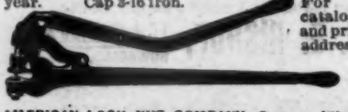

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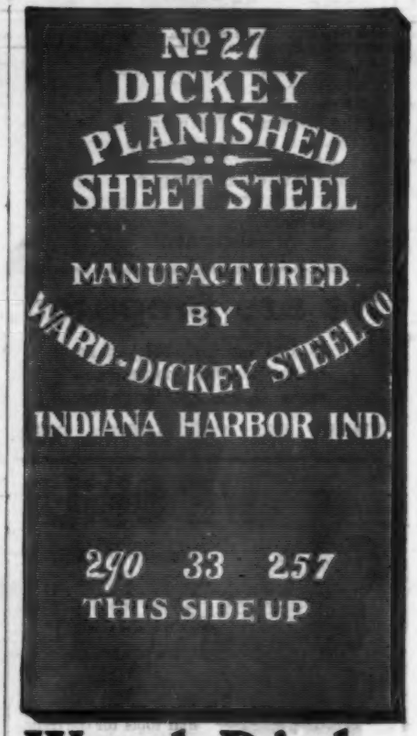

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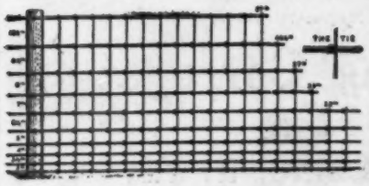

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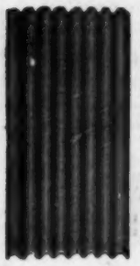

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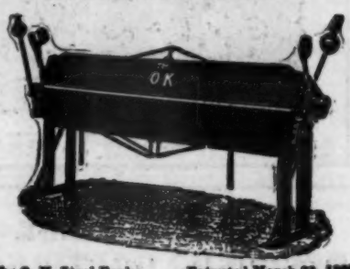
WE BUILD

Power Punches, Lever Punches, Lever Shears and Bolt Cutters.

We equip shops and factories with Power, Gasoline or Steam Engines. We make all kinds of dies and special tools for the trade. Write for free booklet. Address,

WALKER TOOL CO., 132 Steel St.
Lansing, Mich.

MEDAL AWARDED, WORLD'S FAIR, ST. LOUIS



The O. K. Steel Brake. Patented March 28, 1901

W. J. Burton Co., Detroit, Mich.
H. Weiss & Co., 20 Cliff St., New York, N. Y.
Janney, Semple, Hill & Co., Minneapolis, Minn.
C. Sidney Shepard & Co., St. Louis, Mo., etc.
Illinois Roofing & Supply Co., Chicago, Ill.
J. M. & L. A. Osborne Co., Cleveland, O.
Laskey Rogers Co., Toledo, O.
Holbrook, Merrill & Stetson, San Francisco and Los Angeles, Cal.
Lyon Conklin & Co., Baltimore, Md.

Will not warp like wood.

DREIS & KRUMP, Mfrs.,
3214 S. Halsted St., Chicago

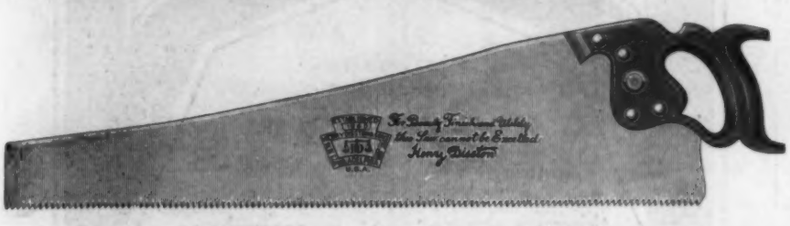
BURTON'S Eastlake Shingles

Have been on buildings for 17 years, in good condition yet. Better than any metal, slate or wood roofing sold. Write for catalog.

The W. J. Burton Co.
DETROIT, MICH.

JOS. P. BELL, Baraboo, Wis., Writes: "Please take my ad. out of your paper. If you don't I will have to hire a man to answer the letters I am receiving."

In the Matter of Saws



more than in anything else, the wise dealer shows his wisdom. Quality is the one essential in a saw. A saw **must** be good. A poor saw will give the dealer a black eye sooner than most other things. The saw that runs smoothly, wears well, seldom needs sharpening is the

Disston Saw

GET A COMPLETE CATALOG.

Quality Tells

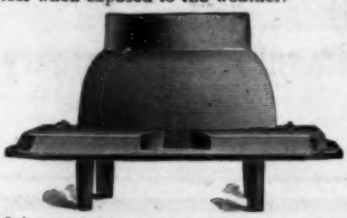
Henry Disston & Sons, Inc.,

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA :: PA.

The Best Chimney Cap

This cap as illustrated below is made of cast iron and is designed to replace the old style galvanized sheet iron hood. The Best will last a lifetime, for cast iron will last longer than any other form of iron or steel when exposed to the weather.



It is made in three sizes and the legs are adjustable. The legs project inside the chimney to prevent the cap from blowing off. It is not necessary to use mortar or cement to fasten this cap to the chimney as the legs will keep it in place.

This is a Good Thing. Has Merit. Write for Prices

Put up in half doz. and one-third doz. crates. If your jobber does not handle the Best write to us.

STERLING FOUNDRY COMPANY, STERLING, ILL.

Do Not Experiment

$6.00 Net

Buy a No. 1 and be one of the many thousand pleased users who say "We could not afford to use other makes if they were given to us." **There is a reason why the No. 1 is best.** Our catalog is free and tells all about it. Jobbers all our line at factory price under our guarantee, "Your money back if you are not pleased."

CLAYTON & LAMBERT MFG. CO.

DETROIT, MICH., U. S. A.

CUT-OFF

DURABLE, SIMPLE, CHEAP.

The Best and Most Practical.

Write your jobber for prices.

Manufactured by

CONDUCTOR FITTING CO.,

Marietta, O.

BOOKS BY MAIL

THE Publisher of the American Artisan will take pleasure in supplying books of whatever character, at catalogue prices, prepaid by mail, to any address, on receipt of price. The following are lines specially represented:

SHEET METAL WORKING. THE FOUNDRY. THE WORKSHOP. HEATING AND VENTILATING. PLUMBING AND DRAINAGE. BICYCLE REPAIRING. THE STORE AND OFFICE.

DANIEL STERN, PUBLISHER and BOOKSELLER 69 DEARBORN ST., CHICAGO

Reduced Railroad Rates for Merchants

The Chicago Commercial Association has secured reduced rates to Chicago for its members, merchants and manufacturers who are patrons of its members, on the dates which follow:

WESTERN PASSENGER ASSOCIATION TERRITORY

Rates of one and one-fifth fare on the certificate plan have been granted from points in Iowa, Wisconsin, Nebraska, Colorado, New Mexico, on the Atchison, Topeka and Santa Fe proper; New Mexico and Arizona on the Santa Fe Pacific; Wyoming (from Cheyenne only); also in Minnesota and North and South Dakota, except on the Soo System, and members on this line can secure the reduced rates from the nearest points on other lines; Illinois, Missouri and Kansas in Western Passenger Association Territory, and Northern Peninsula of Michigan.

First Meeting—Purchasing dates, July 18 to 22. Return dates, July 19 to August 1.

Second Meeting—Purchasing dates, August 5 to 12. Return dates, August 9 to 22.

Third Meeting—Purchasing dates, August 19 to 26. Return dates, August 23 to Sept. 5.

Fourth Meeting—Purchasing dates, Sept. 2 to 9. Return dates, Sept. 6 to 19.

Fifth Meeting—Purchasing dates, Oct. 28 to Nov. 4. Return dates, Nov. 1 to 14.

SOUTHWESTERN POINTS

Rates of one and one-fifth fare on certificate plan have been granted by the Atchison, Topeka and Santa Fe System, east of and including Arizona and New Mexico; Chicago, Rock Island and Pacific; Chicago, Rock Island and Gulf; Kansas City, Clinton and Springfield; Missouri Pacific-Iron Mountain System; St. Louis and San Francisco; Kansas City Southern; El Paso and Northeastern System; Gulf, Colorado and Santa Fe; Missouri, Kansas and Texas System; International and Great Northern, for the same dates as from Western Passenger Association territory.

CENTRAL PASSENGER ASSOCIATION TERRITORY

This is the territory east of Chicago as far as Buffalo and Pittsburg and north of the Ohio river.

First Meeting—Purchasing dates, August 5 to 11. Return dates, August 9 to 11.

Second Meeting—Purchasing dates, August 19 to 25. Return dates, August 23 to Sept. 2.

Third Meeting—Purchasing dates, Sept. 2 to Sept. 8. Return dates, Sept. 6 to 16.

Fourth Meeting—Purchasing dates, Oct. 28 to Nov. 3. Return dates, Nov. 1 to 11.

The rate from this territory will be a fare and a third for the round trip.

HOW TO OBTAIN THE RATE

Purchasers of tickets must in all cases take certificates (not a receipt) from the ticket seller at the point of starting. Upon arriving in Chicago communicate at once with THE AMERICAN ARTISAN, 69 Dearborn Street, Chicago, or with the merchant with whom you may be doing business or may desire to do business.

The certificate receipt, which the purchaser must ask for and obtain in all cases from the ticket agent when he buys his going ticket, must also be presented to the association secretary, in connection with the membership card which should be obtained from some member of the association in Chicago, who, if everything is correct, will endorse such certificate, and it will then be turned over to the joint agent of the railway companies for his endorsement. The certificate so endorsed will then permit the holder, upon presentation to the ticket agent at Chicago, of the railway lines over which the member travels, to obtain his return ticket for one-third or one-fifth the one-way fare.

To avoid delay and confusion in the rush to make trains, deposit your ticket with the secretary upon your arrival in Chicago.

Only retail merchants, manufacturers and bankers, in good standing, are entitled to the rate privilege.

SPECIAL RATES

ILLINOIS CENTRAL AND THE SOUTH

The Illinois Central will make a rate of about a fare and a third for the round trip between June 1 and Sept. 30, bearing final return limit to Oct. 31, from all points in Tennessee, Mississippi and Louisiana.

FROM THE PACIFIC COAST

The Southern Pacific will make a rate from San Francisco, Los Angeles, Colton and Redding and intermediate points of $72.50 for the round trip to Chicago on July 4, 5, 6 and 24, 25 and 26, ensuing.

Are you interested in good Metal Ceilings
"CANTON" METAL CEILINGS
are the best yet. Far ahead of anything on the market in construction. Get our new book "H," devoted entirely to Art Metal. Just Out. It's Free.
THE CANTON STEEL ROOFING CO.
CANTON, OHIO.
New York Office, 157 W. 23rd St.

Can you bank on the Floor Spring Hinges you're selling?
If you can't,—aren't you abusing the confidence your customers have in you?
MATCHLESS Floor Spring Hinges are built for business. The spring is strong,—and always does its work properly. Our prices give you part of the profit.
Catalogue and quotations if you address Dept. A.
LAWSON MFG. CO., 40 Dearborn St., CHICAGO 101 Reade St., NEW YORK

GEROCK BROS. MFG. CO.
Sheet Metal Ornaments and Statuary
Detail Work a Specialty. Ask for Catalogue.
1227 Manchester Ave., ST. LOUIS, MO.

Trade Mark M&E
GENUINE "CAMARET" ROOFING PLATES.
EVENLY COATED, SHEETS STAMPED AND RESQUARED.
This Celebrated Brand is made in our own works by the Palm Oil Process, and is the same quality as we have furnished for many years. It is the best regular coated plate made.
Philadelphia New York Brooklyn
MERCHANT & EVANS CO.
Successor to MERCHANT & CO., Inc., Sole Manufacturers.
Chicago Kansas City Baltimore

The Dunlap Mfg. Co., Dunlap, Iowa, write:
"We find much that is of interest and value to us in THE AMERICAN ARTISAN."

SAWYER'S AXE and HAMMER WEDGES ARE THE BEST.
Ask your Dealer or Write us.
Smith & Hemenway Co. 296 Broadway, N.Y.

BALL BEARING

"GRAND RAPIDS"

ALL STEEL SASH PULLEYS

are the greatest selling goods on the market anywhere. We are the largest makers of sash pulleys in the world. The "GRAND RAPIDS" are the standard sash pulleys. We make nothing but sash pulleys, so, naturally our goods excel.

We own twenty-three patents on sash pulleys, therefore our goods are exclusive. Nearly all jobbers sell the "GRAND RAPIDS." Write us for free samples, catalogue and discount.

THE GRAND RAPIDS HARDWARE COMPANY,

Manufacturers

61 Pearl Street, GRAND RAPIDS, MICH.

Hardware Dealers:

Now, to get acquainted with the hardware dealers, I will make the special offer of 500 envelopes and 500 letter heads (Bond or Flat writing; neatly printed) for $2.55, express prepaid.

Send check with order.

V. BLAKELY, Printery
North Girard, Pa.

No Dust, No Dirt

Pleases everybody

Quick Seller

Order at once to insure prompt delivery.

Send for prices.

HILL DRYER CO.
Worcester, Mass., U. S. A.

An Up-to-Date Hardware Delivery Wagon

is what you will need this Fall for delivering your stoves and furnaces. You can handle your goods cheaper, easier and quicker on our low-down short-turn delivery wagons than on any other kind. Body twenty inches from the ground, full width, regular height wheels, and yet wagon will turn as short as any cut-under wagon with a reach.

Easy to Load and Light of Draft

No enterprising, economical merchant can afford to buy or use any other wagon. Built upon honor from the best of material and by experienced workmen. We make many styles suitable for all kinds of trade, hardware, furniture, piano, grocery, milk, laundry, bakery, meat. Complete catalog on request. Mention this paper and address in full,

Sycamore Wagon Works

109 Edwards Street Sycamore, Illinois

Hardware Special Potts Pattern Sad Irons

The Hardware Special has a nickel-plated base, tops and handle bars and posts are finished in Bawer-Barff. The irons are standard weight and have the name in polished letters on top of each iron. They are not sold to Department Stores, Catalogue Houses, Rackett Stores, or houses who sell this trade.

The unbreakable handle furnished with these irons have the following points of merit over all other handles: They keep the hand cool, they do not hurt palm of hand, the wood handle is always cool. Handle is attached to upright posts by bolt.

Manufactured by

Schreiber & Conchar Mfg. Co., Dubuque, Iowa

Imitations Are Recommendations

Outside Bead

We make the one-piece miter that others are trying to imitate. Made of special galvanized stock, true to size, shape and in all styles, single and double bead, inside or outside turn. No obstruction in slip joint.

Write for information.

Get the original.

J. E. Whitacre Mfg. Co.
ROCKFORD, ILL.

Inside Bead

The drummer sometimes earns his dues:
'Tis said the "Cat" will never lose;
But Advertisements *always* pay:
They're somehow *always* in the way.

Without Waverly Washers
Weak Weary Women

WITH Waverly Washers
Willing Winsome Women

WE WIN WITH WAVERLY

Easiest Operated. Easiest Sold.

MINIMUM of Friction and Resistance.
MAXIMUM of Speed.

No Cogs On Ours.
Notice the Gear.

Does Gets Holds Increases } **THE BUSINESS** { **Easily Quickly Continuously Satisfactorily**

THAT'S WHY
WISE Dealers "Push the Green Machine."

Use a Postal—one cent.

Waverly Woodenware Works
ST. JOSEPH, MO.

Locations for Industries

Erie Railroad System Chicago to New York

The Erie Railroad System's Industrial Department has all the territory traversed by the railroad districted in relation to resources, markets and advantages for manufacturing, and can advise with manufacturers of specific products as to suitable locations, furnishing them with current information of a comprehensive nature, dealing with the project in its full relation to manufacture and commerce.

The Erie is one of the greatest of trunk lines. Its own rails connect the two largest cities of America.

Every section of the System has its particular merits. It has great general and coal, oil and natural gas resources,

It is important in this age of modern facilities for manufacturers to locate where they can obtain side tracks so as to receive from and ship directly into cars at the factory. Information can be promptly furnished in this connection about every point on the system between Chicago and New York.

Manufacturers' inquiries as to locations are treated in strict confidence and absolutely reliable information, so as to promote permanent traffic, is furnished.

Address

LUIS JACKSON
Industrial Commissioner
Erie Railroad Company
21 Cortlandt St., New York.

Don't wait until some other Hardware Merchant is selling all the O. K. Washing Machines in your vicinity.

Take up their sale now—before some of your competitors—and you'll have the prestige of being first to sell the O. K. Washing Machine. The O. K. Washers are a little better, and a little different from other Washing Machines.

Our little booklet tells all about them. Free on request.

H. F. BRAMMER MFG. CO., Davenport, Iowa

SMITH'S BOSS

R. F. D. Mail Box beats them all in price and quality; $5.25 per dozen.

Made of No. 20 gauge sheet steel; none more substantial. Sufficiently large for any family. Signal that holds the cover secure against any storm. We also manufacture several other style mail boxes. Write us now for catalogue.

SMITH BROS. MFG. CO.
246 E. Kinzie St., CHICAGO, Ill. 261 S. Meridian St., INDIANAPOLIS, IND.

THE AMERICAN ARTISAN.

Gentlemen: Please discontinue my ad. I have sold the stock and die. The first issue did the business. **Yours truly, E. J. KETCHUM, West Duluth, Minn.**

1905 Ocean Wave Washer

With Covered Gear

You want the exclusive agency?
WRITE US.

VOSS BROS. MFG. CO.
Davenport, Iowa

MAKE MORE MONEY

Rural Routes are going in all around you. You can get this business with the **SIGNAL MAIL BOX**

It is the original box for Rural Routes with special endorsements of Postmaster General. • The best made, the best liked, the easiest sold and the best advertised.

SIGNAL MAIL BOX CO.
106 Benton St., Joliet, Illinois

Blick No. 3 The Best Box

FOR RURAL FREE DELIVERY

$5.88 Per Dozen

BE JUST WITH CUSTOMERS

Sell them Blick No. 3 boxes. They are big ones, 6½x8½x19 inches. Made of heavy galvanized steel. Painted green, the new Government color. Same shape and color as city boxes. Have Positive-Locking Flag Signal, Automatic Latch, Water-Tight Quality. Every box tested, every box right, every box warranted. They will get the business. You better get them. Order now.

$5.88 per Doz.

BLICK-WILLIAMS CO.
INDIANAPOLIS, IND.

THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO. -DAVENPORT, IOWA

"SEEING IS BELIEVING"

That's a fine argument if you have the goods that will bear inspection. **WE'VE GOT THE GOODS.**

Mr. Dealer:

Send a trial order to your jobber or us direct for a

Schroeder Roller Gearing Rotary Washer

Then, after you have looked it over and find it not what we claim, i. e., the **best** constructed, the **handsomest** finished and the **lightest** working rotary washer, you needn't keep it. That's fair—isn't it.

Benbow-Brammer Mfg. Co.,
St. Louis, Mo.
The Pioneer Washing Machine Manufacturers.

SOMETHING NEW

IMPERIAL ROTARY WASHER

Has sliding cylinder on square steel post, insuring greatest strength of any rotary gearing. Has *all steel roller bearings* making it NOISELESS, speedy and easy to turn.

Handsomely finished. All castings are in Gold and Aluminum Bronze. Extra large tub with plenty of room for Wringer.

Hardware men will search long to find a machine equal to our Ball-bearing Imperial Rotary as a seller.

With its many improvements it is a good investment for both dealer and user. Write us for Catalogue and we will show you the most complete line of Washers in the market.

THE BLACKSTONE MANUFACTURING COMPANY, Jamestown, New York
Oldest and largest makers of Washing Machines in the United States. Established 1871.

HOMESEEKERS EXCURSIONS Via NORFOLK & WESTERN RAILWAY

On FIRST and THIRD TUESDAYS in each month to **VIRGINIA**

For all information as to Rates and Tickets and for LAND PAMPHLET Sand descriptive matter, addr. ss ALLEN HULL, D. P. Agt., Columbus, Ohio

This Label on all Taplin's Pat. Improved **Dover Egg Beaters** stands for **Quality and Durability.**
THE TAPLIN MFG. CO., New Britain, Conn., U.S.A.
165 Chambers St., New York.

"PULLMAN" Screen Door Check

Folder No. 12

Works Like a Charm—Never Fails
Material and workmanship highest grade.
Low in Price.
"If it's 'PULLMAN'—it's right."
PULLMAN MFG. CO., Rochester, N.Y., U.S.A.

CHICAGO
To MILWAUKEE
GRAND RAPIDS
MUSKEGON and
GRAND HAVEN
City Ticket Office 103 Adams St.
Docks Foot of Michigan Avenue

THE ONLY FREEZERS MADE HAVING

Cedar Pails with Electric Welded Wire Hoops, Cans of Heavy Tin with Drawn Steel Bottoms, AUTOMATIC Tin Scrapers.

"Lightning"

"Blizzard"

AMERICAN TWIN FREEZER

Freezes Two Flavors at One Time.

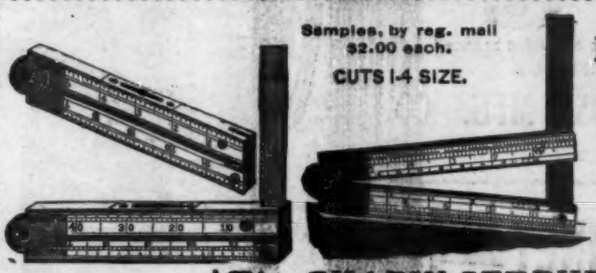
Your Trade Wants It.

"American Twin"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

SOLD BY LEADING JOBBERS. **CATALOG SENT FREE.**

North Bros. Mfg. Co., Philadelphia.



Samples, by reg. mail $2.00 each.

CUTS 1-4 SIZE.

COMBINATION RULE

Spirit Level, Square, Plumb, Bevel, Inclinometer, or Slope Level, Brace Scale, Protractor, Right Angle Triangle, etc.

UNION FACTORY.
Lock Drawer 13.

The CHAPIN-STEPHENS CO.
PINE MEADOW, CONN., U. S. A.

Mr. Hardware Merchant

One fact about the Iwan Post Hole & Well Augers that stands out prominently as a reason why **you** should sell them is that they can be sold at **full list price.**

They are so **good** that they are **worth** it.

The liberal discount which you get on these augers assures you of a large profit.

LIST PRICES.

3, 4, 5 and 6 inch	$ 2.30 each
7 and 8 inch	2.50 each
9 inch	2.65 each
10 inch	3.00 each
12 inch	8.00 each
14 inch	10.00 each

Send for our complete list of hardware specialties. Sold by the jobbing trade.

IWAN BROTHERS, Streator, Ill.

No. 25 Level, and One Plumb $50.00. **No. 55 Level, and Two Plumbs $60.00**

AKRON ECLIPSE LEVEL. Per Dozen $60.00

In introducing the above new Mason's Level, we are endeavoring to meet a demand from all parts for a Plumb Rule and Level which should embody the following points: **It must be light in weight; it must be four feet long; it must have two plumbs; it must have good hand grip; it must have glasses clearly exposed; it must be firmly set, but adjustable; it must be low in price.**

Don't you think we have met the demands? Write for discount.

THE BAKER-McMILLEN CO., Akron, Ohio, U. S. A.

STANLEY RULE AND LEVEL CO.

IMPROVED CARPENTERS' TOOLS

Sold by All Hardware Dealers **NEW BRITAIN, CONN.**

PERFECTION OF SIMPLICITY
CHARACTERIZES
THE CHASSE
Mouse Trap

Easy to Set
Easy to Bait
Easy to Sell

Works neatly and unfailingly.

Sure to allure and hold the victim.

Patented U. S. and Canada '02.

MADE BY
CHASSE MANUFACTURING CO.
MIDDLETOWN, N. Y.

For the Hardware Trade
A YOUTH'S
MANUAL TRAINING BENCH

is an Article That Can't Be Beat. A Useful Article in Any Home. A Perfect Gift for the Boy.

THE SAME BENCH WE FURNISH THE BEST MANUAL TRAINING SCHOOLS

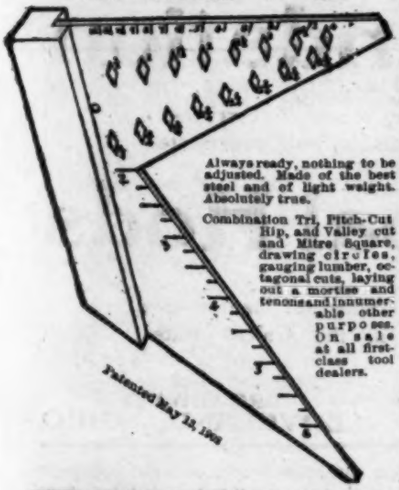
Strictly high grade in every respect. Sold at a price that places it within the reach of all. It sold like "hot cakes" last Christmas. Get it on your list for this year. Write for full information and prices.

Grand Rapids Hand Screw Co.
160 South Ionia Street, GRAND RAPIDS, MICH.
Largest Manufacturers of Benches in the World.

New Universal Square

Made in Three Sizes

No. 1	6 inches	$0.65
No. 2	10 inches	1.00
No. 3	13 inches	1.50



Always ready, nothing to be adjusted. Made of the best steel and of light weight. Absolutely true.

Combination Tri, Pitch-Cut Hip, and Valley cut and Mitre Square, drawing circles, gauging lumber, octagonal cuts, laying out a mortise and tenons and innumerable other purposes. On sale at all first-class tool dealers.

THE DUBY & SHINN MFG. CO.
INCORPORATED
Nelson Bldg., 19 Park Place, New York City
(Please mention The American Artisan.)

Extraordinary Care

is used in the manufacture and treating of our **Plane Irons.** Extra high grade steel treated as it should be by men skilled in this business; and our long experience in the manufacture of high grade edge tools assure the hardware merchant who sells "Ohio" goods that he is handling a line that will please his most particular and valued customers.

We also Manufacture:—Chisels, Drawing Knives, Auger Bits, Planes, both iron and wood, Bench and Hand Screws, Etc.

NOTE—We do not sell Catalogue Houses.

Ohio Tool Company
Factories: COLUMBUS, OHIO, AUBURN, N. Y.

NO. 1050 UTICA DUKE SIDE CUTTING PLIER

A GUARANTEED PLIER AT A FAIR PRICE.

We make the most complete line of nippers and pliers in the world.
Write for the Green Book.

UTICA DROP FORGE & TOOL CO.
Factory, Utica, N. Y. 296 Broadway, New York

Magic Pattern Rule Will Lay Out Patterns

for any size and angle of elbows in three minutes' time. Can also be used as Straight-edge Rule, Circumference Rule and Trammel. Should be in every Tinshop. Will save its cost in a few weeks. Thousands are in use and every one giving excellent satisfaction.

Price, complete in a nice wooden box with Chart, $4.00 net cash.

LUFKIN RULE CO., Saginaw, Mich. (Mention THE AMERICAN ARTISAN.)

SOMETHING BETTER

Than Silver Plate.

UTAH SOLID METAL

KNIVES, FORKS AND SPOONS

The same pure bright metal clear through—no plating to wear off. No experiment. They have stood the test of years, never failing to give satisfaction and will last a life time. Besides "Utah" Knives will cut. Write for further particulars and prices.

FARWELL, OZMUN, KIRK & CO.

Wholesale Distributors **ST. PAUL, MINN.**

WE SOLICIT YOUR ORDERS FOR

GENUINE PORCELAIN ENAMELING

of all kinds and in all colors on steel sheet and cast iron.

JOB WORK IS OUR SPECIALTY

therefore we can give you prompt service. We make **Special Enamels** to suit your requirements. It will pay you to write us when you have any work done in our line.

MICHIGAN ENAMELING WORKS, Kalamazoo, Mich.

C. N. HOOPER, Dubuque, Iowa.

VITREOUS ENAMELING

TECHNOLOGIST

Designs, builds and starts new plants. Improves quality and reduces the costs in those already established.

$25 ON 5 TON

Is what you can save

We make all kinds of SCALES.

WRITE FOR PRICES

Also B. B. PUMPS and WIND MILLS

BECKMAN BROS., Des Moines, Ia.

Get a Solid Foundation

Coal hods are built to work. They're made to carry loads, They've got to be strong, durable, well constructed.

Victor Coal Hods

are reinforced at the bottom. They are made to last. The construction is patented in the United States, Great Britain and Canada.

THE VICTOR STAMPING CO., BROADWAY LOVELAND, OHIO

"BLUE BOOK" CREDITS

—OF THE—

Iron, Steel,
Hardware,
Stoves, Tinware,
Plumbing, Etc.,
Trades.

This Agency issues as complete and reliable book of credit ratings fo this special branch of trade as has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The *paying record* is based upon *ledger experience* of credit men everywhere.

You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a *specialty* of it?

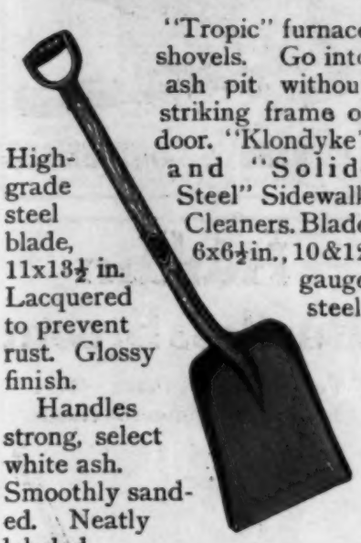
Terms of subscription can be had by addressing Executive Office

Iron and Hardware Mercantile Agency.

157 Federal Street. **BOSTON, MASS.**

"ALASKA"

Snow Shovels



"Tropic" furnace shovels. Go into ash pit without striking frame of door. "Klondyke" and "Solid-Steel" Sidewalk Cleaners. Blade 6x6½in., 10&12 gauge steel.

High-grade steel blade, 11x13½ in. Lacquered to prevent rust. Glossy finish.

Handles strong, select white ash. Smoothly sanded. Neatly labeled.

Write for catalogue and price list.

"Never-Break" Cooking Utensils always in season.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO.
Sole Mfrs. "Never-Break" Wares.

Write for Our Circulars

and we will tell you what's doing in the Fence Anchor business.

The only Anchor made for between the posts and for corner posts.

LENAWEE MFG. CO.
ADRIAN, MICH.

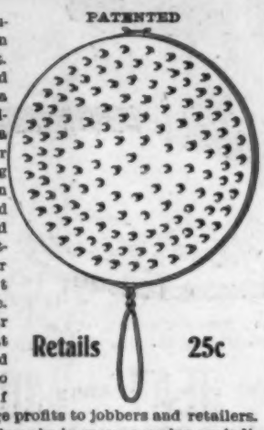
The WINNER Half Pound Hammer

twelve inches long; weighs ½ pound; made of best material; nickel plated, useful and durable, handsomely finished hickory handle.

Franklin Specialty Co., Reading, Pa.
5, 10 and 15 cent hardware articles our specialty.
CHICAGO OFFICE, 103 LAKE STREET.

JUST OUT!
Rulofson's California Toaster

PATENTED



Makes beautiful golden brown toast. Heats rolls and biscuits to a nicety; substitute for a double boiler preventing scorching; an ideal bed warmer and carriage heater—better than a hot water bottle. The popular price (25c) at which it is sold commends it to all class of buyers. Large profits to jobbers and retailers.

Retails 25c

Advertised largely in many popular periodicals. WE PAY THE FREIGHT.

Write for special prices and exclusive territory.

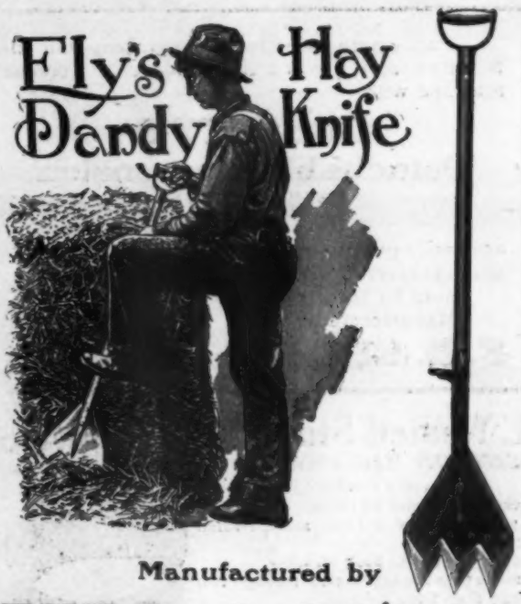
A. C. RULOFSON CO.
Sole Manufacturers and Patentees
CROSSLEY BLDG., SAN FRANCISCO, CAL.

HURWOOD

IT SELLS

HURWOOD MFG. CO., Bridgeport, Conn

Ely's Hay Dandy Knife



Will do the work of an extra man, thereby saving more than the price of it in one day, besides doing it easier than others. **Made on the right plan,** of malleable iron and steel, with oil-tempered Steel Knives. Combination hand and foot power. Ask your jobber for them. If he don't keep them write us.

Manufactured by

THEO. J. ELY MFG. CO.,
GIRARD, PA., U. S. A.

100 TINNERS' PATTERNS

Complete for $1.00

SENT POSTPAID ON RECEIPT OF PRICE.

DANIEL STERN, 69 Dearborn St., Chicago.

A Seasonable Article — For this Fall & Winter

The 20th Century White Flame

HEAT & LIGHT IN ONE

Wholesalers Are Placing Their Orders Now To Insure Supply for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At Cost of LIGHT ONLY.

FITS ANY GAS FIXTURE—HEATS AND LIGHTS ANY ROOM.

RETAILS AT $1.25—Good Margin for Jobber and Retailer—Big Seller.

For fuller particulars, address,

20TH CENTURY MFG. COMPANY, 19 Warren Street, N. Y.

Manufacturers of the Famous Bicycle and Automobile Headlights

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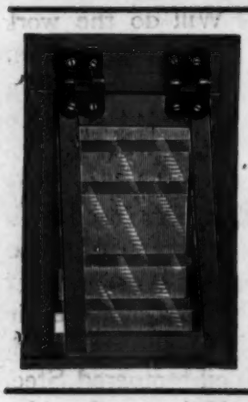


Full length window screens keep out all the flies and protect the windows. Screens attached with

GOSSETT'S Detachable Suspension HINGES

are easily put up or removed—no tools or ladder necessary. Write for free sample pair.

Sold by Hardware Jobbers and Dealers.

Manufactured by

F. D. KEES, Beatrice, Neb.

The ECLIPSE Nested Stove Pipe Thimble

BEST ON THE MARKET

PATENT PENDING

Saves 80 per cent. of room.

Is stronger than a hand made riveted thimble.

Is always ready to hook together.

Is made that the lug passes through two slots and then tied.

The lug is always on top; therefore the LUG is not an objection to the entering stove pipe.

It is always kept nice and clean in a box; therefore no unsightly, rusty looking thimbles to adorn the stores. Galvanized iron; 5, 6 and 7 inch.

STUBER & KUCK, Manufacturers of Pieced Tinware and all Styles Flour Sifters. **Peoria, Ill.**

Watch for our next advt.

SPERRY'S SUGAR KETTLES

Light, smooth, full measure and guaranteed perfect. Made from original patterns. Metal, the right kind in the right place. Ask your jobber for them or write us.

D. R. SPERRY & CO. HOLLOW-WARE FOUNDERS **Batavia, Ill.**

HOTCHKISS CLIPPERS

Standard Quality and Workmanship Guaranteed. Prompt Shipment. Prices Right.

Simple in Design. Elegant in Finish.

No. 75

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS,

IRANISTAN AVE., BRIDGEPORT, CONN.

Hardin Dustless Broom

For Stores, Offices, Warehouses, school-houses, etc., etc.

Cheap and Practical Sells on Sight

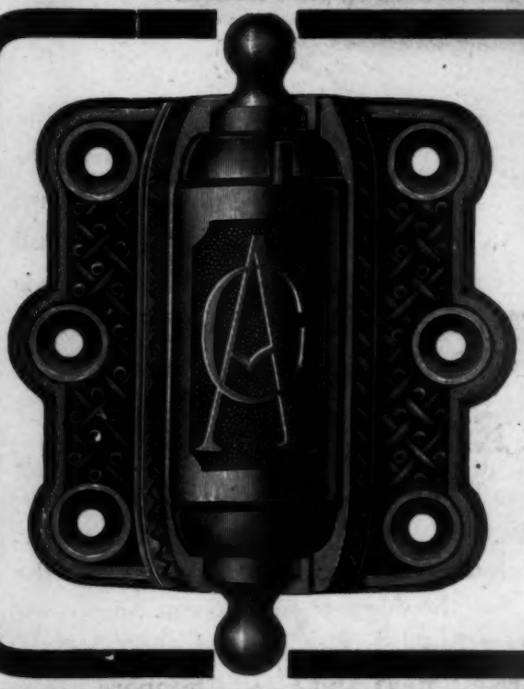
Kills mothes and disease germs and allays the dust.

Remove the cap; fill handle with oil. Regulate the flow or shut it off entirely. The oil when fed from valve passes down through neck of broom and distributes itself the full width of the broom. It is fed automatically but only when the broom is used. The handle can be used over and over again. It is cheaper than the ordinary old-fashioned broom.

Get our circulars and the exclusive agency.

HARDIN DUSTLESS BROOM MFG. CO.
WEST LIBERTY, IOWA

THE AMERICAN ARTISAN Want Ads fill your wants.

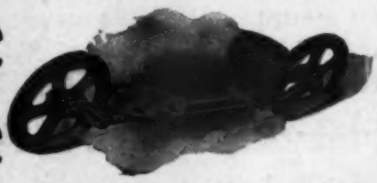


WHEN YOU SELL

an Arcade No. 7 you know your customer is getting a hinge without a defect. It has no dead center, it is noiseless, it has a quick, powerful spring and is attractive looking. You might as well sell the best as long as they cost no more. A postal will bring samples and prices.

ARCADE MFG. CO.,
Freeport, Ill.

Automobile Cycle Skate



Our Newest Model. One Size Extension, 10 to 12 in.

Ball bearings, 5-in. rubber-tired wheels, metal parts sheet steel, finely nickel-plated. Retail $10 per pair; with 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in skating rinks or on smooth sidewalks. Write for catalogue and trade discounts.

CYCLE SKATE AND SPORTING GOODS COMPANY,
37 Park Street, New York

A SQUARE DEAL

—FOR—

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square"—honest all through. For forty years we have been giving all dealers the "square deal."

We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them—they are already *sold*. Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St.

Philadelphia, U. S. A.

San Francisco Office, 105 Front St.

A CLEAN SHOT

One of the beauties of PETERS "Referee" shells is their clean way of bringing down game. They develop as much velocity and killing power as smokeless. Being loaded with Semi-Smokeless powder, they are extremely clean and do not foul the gun.

PETERS "League" loaded with black powder is the best shell of its grade on the market.

PETERS smokeless shells, "Ideal," "Target," "High Gun," and "Premier" are preferred and used with great success by multitudes of sportsmen in every section of the country.

PETERS Metallic Cartridges loaded with the famous Semi-Smokeless powder have attained a standard of quality and have won victories in the great championship matches, not approached by any other make. It therefore behooves

DEALERS IN AMMUNITION

to investigate these claims and take advantage of the business which Peters quality and Peters advertising are making.

If you are not handling this line at present, ask your jobber for full information or if you prefer, write us direct. It will pay you to put in a stock of Peters goods, the line that gives both profit and satisfaction.

THE PETERS CARTRIDGE COMPANY, Cincinnati, Ohio

NEW YORK, 98 Chambers St., T. H. KELLER, Manager

FLAT CRIMP EXPANDING ELBOWS

No. 1 — Round Corrugated, Plain Round

No. 2 — Octagon, Polygon

No. 3 — Square "H", Square "B"

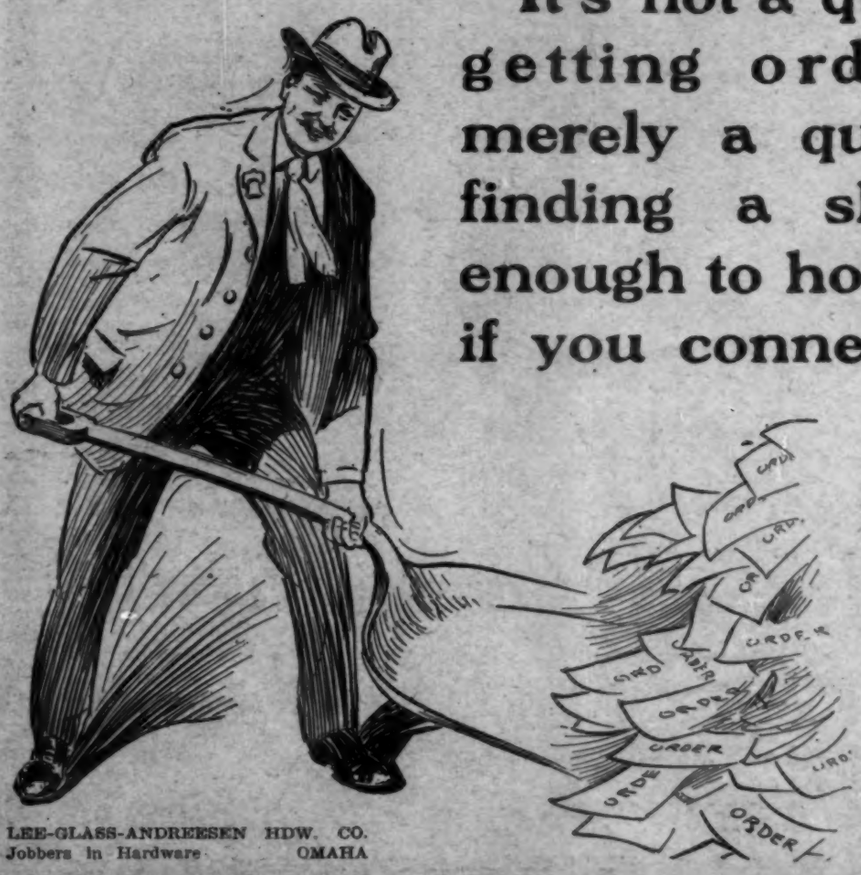
PATENTED JUNE 4, 1895

Made of One Piece

None Genuine Without Signature

F. Dieckmann

Station B, CINCINNATI



It's not a question of getting orders, but merely a question of finding a shovel big enough to hold them—if you connect with a live jobber. The jobber helps or kills the hardware dealer.

LEE-GLASS-ANDREESEN HDW. CO.
Jobbers in Hardware OMAHA

Good Roofing Tin

That is **really good** sold at prices that enable you to **save** something—sometimes considerable—on your orders. It **will pay you** to write for sample and prices

The McClure Co.

Pittsburgh **Philadelphia**

NOTICE!

We have exceptional facilities for handling American products: Hardware, Sanitary, Heating and Ventilating Goods. Branches in England and Continent. References furnished. Address

EXHIBIT & TRADING CO., Main Office, 72 Henry St., Liverpool, England

The Best Roofing Tin Made

FOLLANSBEE BROS. CO. BANFIELD PROCESS IC. PITTSBURG 1905

We Warrant It will wear not less than 15 Years

FOLLANSBEE BROTHERS COMPANY PITTSBURGH PENNA.

Tinners Find Employment

By advertising and using

THE POWERS AUTOMATIC CHIMNEY TOPS

They make chimneys draw, give Tinners employment making stocks, and give the dealers profit

Sold by Hardware Jobbers and Dealers.

Made only by **POWERS BROS.** STREATOR, ILL.

This cut free to dealers.

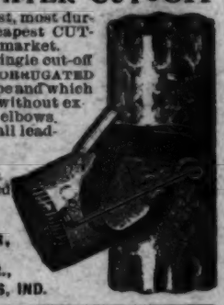
The "CENTENNIAL" RAIN-WATER CUT-OFF

The strongest, most durable and cheapest CUT-OFF on the market.

The only single cut-off made to fit CORRUGATED and Plain pipe and which can be used without extra pipe or elbows. For sale by all leading jobbers.

Patent applied for. Manufactured only by

COONEY & GEIGER, 19 and 21 East South St., INDIANAPOLIS, IND.



We're making a special drive on Roofing Tin.

Perhaps that's because our old customers are buying our Roofing Tin in larger quantities than ever before.

If you use Roofing Tin, by all means send for our Price List.

We have Roofing Tin in all standard widths, painted or unpainted,—and are making immediate shipments.

Our quotations are interesting.

ILLINOIS ROOFING & SUPPLY COMPANY
23 Lake St., CHICAGO

Largest In the World.

The largest plant in the world for the manufacture of sporting goods is devoted to turning out the popular line of

Pflueger's Fine Fishing Tackle

PFLUEGER'S PATENTED REVERSIBLE HINGE INSURES FREE SPINNING AND PREVENTS BENDING OR BREAKING

Twenty-five years of experience, combined with unparalleled facilities and a constant struggle for the betterment of our product, has enabled us to turn out a line of fishing tackle which every well-informed fisherman insists upon buying.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines. Everything in Fishing Tackle, packed for effective display.

NOTICE—Free to any dealer in sporting goods, sent express prepaid, 155 page illustrated catalogue, No. F23, metal fish sign, and window transparency in 8-color lithograph.

THE ENTERPRISE MANUFACTURING CO.
Akron, Ohio, U. S. A.

Osgood Standard SCALES.

ASK YOUR JOBBER ABOUT THEM.

BRADLEY SHELF BRACKETS

STRONG, LIGHT AND ALL RIGHT

Atlas Mfg. Co., New Haven, Conn.

The "GLOBE" Ventilator

in BRASS, COPPER, GALVANIZED IRON and with Glass Tops for Skylight purposes.

For Perfectly Ventilating Schools, Churches, Halls, Mills, Factories and Audience Rooms of Every Character.

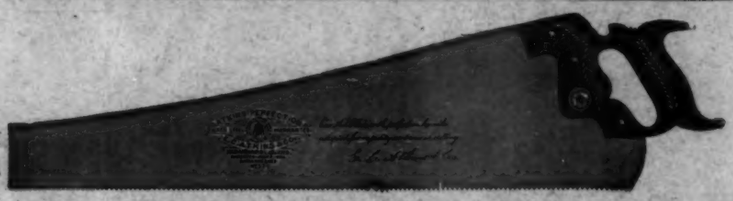
SMOKY CHIMNEYS CURED

"GLOBE" Ventilated Ridges. Send for Pamphlet.

Manufactured by

GLOBE VENTILATOR CO., Troy, N. Y.

The Verdict



of the trade is practically unanimous in ascribing incontestable superiority to the **Atkins Celebrated High Grade Hand and Cross-Cut Saws.** Fifty years of experience, the finest of crucible steel, patent gas temper, improved methods of manufacture and expert workmanship are cardinal points of excellence in the make-up of an Atkins Saw. Every Atkins Saw sold from your store goes out as a silent but effective salesman for your whole line of goods. Atkins Saws are a profitable line to handle.

CATALOG AND DISCOUNT SHEET ON APPLICATION

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E. C. ATKINS & CO.,
Indianapolis, Ind.

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SAN FRANCISCO, CAL.